

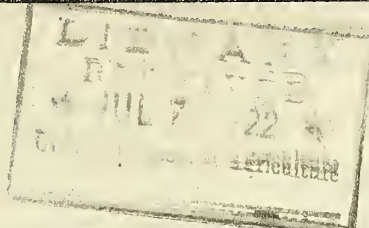
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STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

July 5, 1922.



Vol. II, No. 27.

MISSOURI'S EGG STANDARDIZATION AND MARKETING CAMPAIGN

Twelve men will be utilized in the egg standardization and marketing campaign which will be conducted in Missouri commencing the first part of July, under the direction of the Missouri State Marketing Bureau, Jefferson City, Mo., and the Extension Service of the University of Missouri, Columbia, Mo. After a week of intensive training the representatives, divided into two groups, one for the southern part of the State and the other for the northern, will work among the egg-marketing exchanges. According to the present plans, one man will be assigned to an exchange, and will assist the manager and employees to candle and grade the eggs received during the two-day period devoted to each exchange. Grading statements showing the condition of the eggs will be made out for each producer whose eggs are candled and graded by the demonstrators. As the eggs are graded, the demonstrators will point out the quality and condition of eggs that command best prices on the large markets. Tentative egg grades have been prepared which will be used in the grading work. The three hundred or more exchanges in the State have expressed a willingness to cooperate with the standardization program and do all within their power to perpetuate it. The demonstrators will also secure information regarding the various marketing practices followed by the different exchanges.

J. M. Borders, Assistant in Marketing Dairy Products, Federal Bureau of Agricultural Economics, is assisting in the establishment of the work.

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NEW FEDERAL BUREAU OF AGRICULTURAL ECONOMICS

The Bureau of Agricultural Economics, United States Department of Agriculture, came into existence July 1, in accordance with the provisions of the agricultural appropriation act for the fiscal year, 1923. The new Bureau is a consolidation of the former Bureau of Markets and Crop Estimates and the Office of Farm Management and Farm Economics. The Bureau of Agricultural Economics will conduct the various lines of activity carried on by the old organizations. Dr. H. C. Taylor continues as Chief; L. M. Estabrook as Associate Chief; and Lloyd S. Tenny as Assistant Chief.

WISCONSIN DEPARTMENT ASSISTING TO SET UP TOBACCO MARKETING ORGANIZATION

Under the leadership of the Wisconsin Department of Markets, Madison, Wis., the North Wisconsin Cooperative Tobacco Pool is being formed. The State Department, in response to insistent demands for assistance in tobacco marketing, sent its Deputy Commissioner, L. G. Foster, to Kentucky to study the marketing organizations being set up in that State. Not only was valuable information obtained from the investigation in Kentucky but Mr. Foster was able to induce several Kentucky tobacco producers to visit Wisconsin in order to tell the Wisconsin growers exactly what is being attempted in the way of tobacco marketing and the degree of success being attained.

Plans for a Wisconsin marketing organization were quickly formulated and solicitors sent into the field to get signatures to contracts providing for the delivery of tobacco by growers for five years to the proposed marketing organization. It is expected by the State Department that the new organization will soon be strong enough to take over the existing tobacco warehouses and employ an experienced warehouseman to operate them as a unified system. It is proposed to sell, as far as possible, direct to the manufacturers. To this end one of the first steps of the new organization will be the employment of a high-grade sales manager.

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ARIZONA EXTENSION DIRECTOR GIVING ATTENTION TO COOPERATIVE MARKETING

The fourth commodity marketing association was recently organized in Maricopa County, Ariz., according to W. M. Cook, Extension Director, College of Agriculture, Tucson, Ariz., who is giving considerable thought to marketing problems. The four commodities which will be the basis for the activities of the organization are, cotton, hay, small grain, and dairy products. "The dairy association went over the top with more than twice the minimum number of cows in order to make the contracts binding for five years." It is the plan of Director Cook to stress cooperative marketing during the coming year, with the expectation that new machinery for marketing will be set up which will function to the advantage of the producer for years to come.

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RUSSIAN ECONOMIC CONDITIONS TO BE STUDIED

Eugene M. Kayden has been appointed Consulting Specialist in the Federal Bureau of Agricultural Economics and is undertaking a study of available data and statistics relating to agricultural cooperation in Russia. Mr. Kayden was graduated from the University of Colorado in 1912 with the A.B. degree, and from Harvard University in 1913 with the M.A. degree. He has taken graduate work in economics at Princeton University and graduate work in comparative literature at Columbia University. During 1918-19 he was employed by the War Trade Board as expert in economics and finance and the following year by the State Department as expert economist on Russia.

APPROVED GRADING PRACTICES PROFITABLE TO NORTH CAROLINA GROWERS

About 65 carloads of cucumbers, graded in accordance with Government standards, were shipped during the month of June by the Wilmington Truckers' Association, Inc., Wilmington, N. C., to Eastern markets. Robert Bier, Investigator in Marketing Fruits and Vegetables, Federal Bureau of Agricultural Economics, assisted the association in grading and packing the cucumbers according to approved practices. Four or five crews of workers were kept busy operating the grading machines which have been installed in the Association's central packing house. The cucumbers were packed in bushel hampers and marked with an attractive label, the superior packs being designated as the Cape Fear Brand. It is estimated that the growers received at least twice as much for their cucumbers this year as they have in previous years when their product was sold ungraded. In order to utilize the packing plant as extensively as possible, Mr. Bier has encouraged the production of peppers and sweet potatoes, following the cucumber crop in that section.

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NEW JERSEY TO INAUGURATE SHIPPING-POINT INSPECTION SERVICE

A shipping-point inspection service will be inaugurated by the New Jersey State Bureau of Markets, Trenton, N. J., about July 10, in cooperation with the Federal Bureau of Agricultural Economics. This service is being established at the request of growers and shippers of the State. Federal Food Products Inspectors will train local inspectors who will handle the work at various shipping points. This service, for the present, will cover potatoes and peaches.

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SHIPPING-POINT INSPECTION WORK IN CALIFORNIA AND COLORADO

In the shipping-point inspection work which the California State Division of Markets, Sacramento, Calif., and the Colorado Division of Marketing, Fort Collins, Colo., are performing, the Federal Bureau of Agricultural Economics is assisting extensively. All products inspected by the State agencies will be certified under Federal certificate as well as State certificate.

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STATE STANDARDIZATION AND INSPECTION SERVICE FOR OHIO

The State Division of Markets and Marketing, Columbus, Ohio, is planning to establish State grades and an inspection service for farm products, similar to the systems operating in other States of the Union. P. W. Barnes, Federal Food Products Inspector at Columbus, will be in charge of the work for the State Division.

THE CORONADO CASE

The Sherman Federal anti-trust act, prohibits conspiracies in restraint of interstate commerce. The act also provides that any person who is injured in his business or property by any other person or corporation (and the term corporation is defined to include associations) by reason of anything forbidden or declared unlawful in the act may sue and recover threefold the damages sustained by him.

The case of the Coronado Coal Company, et al, against the United Mine Workers of America, et al, recently decided by the Supreme Court of the United States, was based upon the proposition just referred to. The plaintiffs in this case brought suit in the Circuit Court of Appeals in the Eighth Circuit against the United Mine Workers of America and its officers, District No. 21 of the United Mine Workers of America and its officers, 27 local unions in District No. 21 and their officers, and 65 individuals, all of whom were charged in the complaint with having entered into a conspiracy to restrain and monopolize interstate commerce, in violation of the Sherman Anti-Trust Act, and recovered a judgment for \$600,000. The coal mines of the plaintiffs were originally operated as union mines. The management, however, decided to operate them as non-union mines. The union men were dismissed and steps were taken with a view to the operation of the mines on a non-union basis. The officers of District No. 21, so the Supreme Court found from the evidence, were responsible for the importation of Winchester rifles and signed the check in payment thereof. In due time an attack was made on the mines and the property of the plaintiffs. The non-union workers were driven off and many of them were killed and much property was destroyed. In view of these facts the suit in question was brought.

The defense claimed that the suit could not be maintained against the United Mine Workers of America, District No. 21, and the various local unions involved, on the ground that they were unincorporated associations and therefore not subject to suit. The Supreme Court in passing on this defense refers to the various statutes recognizing unions and to the standing which they have thus been accorded in the law, and concludes its discussion of this branch of the case by calling attention to the fact that the Sherman Anti-Trust statute states that suits may be maintained under it against "corporations and associations existing under or authorized by the laws of either the United States or the laws of any of the territories, the laws of any State, or the laws of any foreign country," and says, "This language is very broad, and the words given their natural signification certainly include labor unions like these. They are as has been abundantly shown associations existing under the laws of the United States, of the territories thereof, and of the States of the Union." However, the Supreme Court found that the strike was local in its origin and scope and that the outrages and felonies in question were not committed in a conspiracy to restrain interstate commerce. It therefore reversed the judgment of the Court of Appeals. In doing so, it said, "The circumstances are such as to awaken regret that in our view of the Federal jurisdiction, we can not affirm the judgment. But it is of far higher importance that we should preserve inviolate the fundamental limitations in respect to the Federal jurisdiction."

EXTENSION WORK IN THE INSTALLATION OF RADIO RECEIVING OUTFITS

Field demonstrations connected with radio market-news work are to be conducted in Wisconsin during July and August. M. M. Littleton, radio operator for the State Department of Markets, Madison, Wis., will go into the field and assist in installing radio receiving outfits, and show bankers, county agents, editors and others how to handle the market, crop, and weather news being broadcast so as to make the same available to the largest number of farmers. Mr. Littleton expects to cover between twenty and thirty counties. The State Department already has record of 900 receiving sets in the State. By Fall it is expected that this number will be very materially increased. Owing to the fact that farmers will be busy during July and August with their growing crops and to the additional fact that they have little produce for sale at this season of the year, the market reporting service, conducted by the State Department, will be suspended until about the first of September.

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STATE-FEDERAL GRAIN STANDARDS FOR MISSOURI

"Missouri's Official Grain Standards" is the title of a twenty-four-page folder issued recently by the State Marketing Bureau, Jefferson City, Mo. The material for the folder was prepared by W. M. Cuning, in charge of the grain division of the Marketing Bureau. As the Federal standards for grain have been adopted by Missouri, the phrase, "State-Federal Standards," has been coined for use in the Missouri grain-standardization work. In the introductory statement of the folder, it is announced that the State Marketing Bureau is equipped with new grain-grading apparatus and that a State-wide campaign is to be conducted for the purpose of demonstrating the State-Federal grain standards. It is proposed to interest by means of public meetings and personal contacts, producers, dealers and millers in the handling of grain on the basis of grade.

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H. E. BABCOCK BECOMES MANAGER OF GRANGE LEAGUE FEDERATION

H. E. Babcock, Professor of Marketing, New York State College of Agriculture, Ithaca, N. Y., has accepted the position of Manager of the Cooperative Grange League Federation Exchange, Inc., of New York State, effective July 1. This organization was established primarily by the farmers of the State for the purpose of "conducting a general producing, manufacturing, and merchandising business on the cooperative plan in articles of common use, including farm products, food supplies, farm machinery and articles of domestic and personal use." During 1917 and 1918, Professor Babcock was Chief of the Conservation Bureau, United States Food Administration, after which he resumed his position as County Agent Leader in New York State. Since 1921 he has been in charge of the marketing work at the New York State College of Agriculture.

EXAMINATIONS ANNOUNCED FOR AGRICULTURAL ECONOMISTS

Examinations for positions in the Federal Bureau of Agricultural Economics as Agricultural Economist and Associate Agricultural Economist, with salary ranges from \$4,000 to \$5,000 a year, and \$3,000 to \$4,000 a year respectively, have been announced by the United States Civil Service Commission. Applications for the examinations will be rated as received until August 31.

The requirements of applicants for the position of Agricultural Economist include graduation from a college or university of recognized standing; three full years of systematic study of economics, statistics, agricultural or commercial studies, history, or political science, one year of which must have been graduate work in economic subjects; at least eight years' experience in some combination of two or more of the following groups, (1) research or educational work in economics, statistics, agriculture, marketing, accounting, law or business administration, (2) public service dealing principally with the investigation of economic problems in any one or more Federal or State departments or agencies, (3) writing news articles, editorials, or other material on economics, statistical, marketing, or agricultural subjects for publication.

The requirements of applicants for the position of Associate Agricultural Economist are the same as described for Agricultural Economist with the exception that only six years' experience is required.

In addition to the educational and experience requirements, applicants must submit a thesis or discussion dealing with some economic problem relating to the marketing of farm products, or other commercial affairs.

Additional information regarding the examinations may be obtained from the United States Civil Service Commission, Washington, D. C.

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EXTENSION PROGRAM IN MARKETING IN MASSACHUSETTS

According to a proposed program of work, the Extension Division of the Massachusetts Agricultural College, Amherst, Mass., is attempting four things along marketing lines. These are: (1) the giving of advice on business policies to going concerns and the guiding of projected ventures toward sound economic policies, (2) the encouraging of local marketing in the various towns and cities, (3) the improving of marketing methods and practices in Boston, and (4) the promoting of mutual fire insurance.

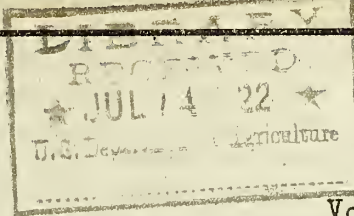
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MARKETING MEN TO DISCUSS FRUIT MARKETING

Marketing men of the Middle Atlantic States will meet in Washington, D. C., July 11, to discuss problems relating to the marketing of fruit. Fruit growers, transportation officials, dealers and others have been invited to meet with the State marketing officials for the purpose of considering plans for facilitating the movement of the fruit crop from these States.

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July 12, 1922.

Vol. II, No. 28.

RADIO RECEIVING SET TO BE EXHIBITED AT TEXAS COUNTRY FAIRS

A radio receiving set which the Markets and Warehouse Department, Austin, Tex., has recently purchased, will be exhibited this fall at a number of country fairs in order to demonstrate to producers and handlers of Texas farm products the practicability of receiving market news by radio. This set, at present installed in the office of the Markets and Warehouse Department, is used in receiving information broadcast from newspaper stations in Dallas, Ft. Worth, and Houston, Tex., pertaining to local market prices of poultry, fruits, vegetables and grain. From Ft. Worth are received also the live-stock reports covering the important markets of the country. This information is then further disseminated from Austin by means of the transmitting station located at the University of Texas.

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THIRTY WOMEN ACTING AS MARKET REPORTERS IN NEW JERSEY

Thirty women, prominent in their respective communities, have enlisted as market reporters in New Jersey to assist the State Bureau of Markets, Trenton, N. J., in its campaign to check profiteering this summer on farm products. So far the campaign has been effective in bringing to light the excessive margins existing between farm and retail prices. The publication of the facts, it has been shown, very often corrects the evil. The retail prices of seasonable commodities, as collected by the reporters, are forwarded to the Trenton office of the State Bureau of Markets where they are compiled and published for distribution side by side with the average prices which the farmers receive for their produce.

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MARKET REPORTS FOR HONOLULU BEING ISSUED BY EXTENSION SERVICE

The "Honolulu Market Guide" is the title of a section in the Extension Letter being issued by the Extension Service Department of the University of Hawaii, Honolulu, T. H. Price quotations are given for beef, pork, chickens, eggs, bananas, cabbage, cucumbers, grapes, papayas, pears, peppers, pineapples, potatoes, sweet corn, taro, tomatoes, and watermelons. Plans are being made to secure San Francisco prices on certain articles in order to supplement the Honolulu quotations.

LIVE-STOCK MARKETING ORGANIZATION PROPOSED IN NEW MEXICO

An organization for the marketing of feeder cattle is being proposed by the live-stock raisers near Reserve, N. M. C. A. McNabb, Agent in Marketing, State College, N. M., has been conferring with the live-stock producers, outlining to them the fundamentals of cooperative marketing. As soon as the owners of at least 75 per cent of the cattle of the community have signed the membership agreements, the organization will be completed. The practices which have prevailed for many years in moving the cattle from this district are very unsatisfactory. The cattle are driven to Magdalena, N. M., the shipping point for live stock produced in the mountain territory. When some one of the ten or more larger ranch herds is ready to be moved, the owner makes his intention known, and as the drive proceeds the smaller producers along the "line of march" add whatever of their holdings they may wish to sell. In each such case one or more additional herders joins the forces. When the cattle finally reach the yards at Magdalena, the number has grown from the original 500 to perhaps 1,500 or 2,000 head.

Upon arrival of the cattle at Magdalena, a speculator proceeds to tell the producers that "yearlings" are worth \$20, two-year-old steers \$25 and the cows correspondingly less. He virtually becomes the owner of the bunch, cuts it up into lots that will enable him to fill some orders he may have, and ships the balance to fellow speculators in Kansas City or Chicago. In order to correct this prevailing evil the producers are desirous of shipping their stock direct to the large consuming centers.

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HOW TO PREVENT BREAKAGE OF EGGS IN TRANSIT

With the July number of the Traffic Farm News, published by the Bureau of Traffic and Transportation, New York State Department of Farms and Markets, Albany, N. Y., was distributed a copy of a leaflet prepared by the American Railway Express Company, entitled, "The Right Way to Ship Eggs to Prevent Breakage." Two factors are set forth as necessary in preventing breakage of eggs in shipping. One is correct packing on the part of the shipper and the other is careful handling of the eggs by the transportation companies.

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ATTEMPT MADE TO STANDARDIZE TENNESSEE FARM PRODUCTS

As one step towards the establishment of uniform standards for farm products sold on the Memphis municipal markets, Memphis, Tenn., J. H. Tull, Superintendent of Markets, appointed a committee of women to determine uniform prices to be asked for home-made jellies and preserves offered for sale on these markets. The price list prepared by the committee has been submitted to all persons selling home-canned goods and recommended as being in keeping with the value of the articles.

THE AMERICAN INSTITUTE OF AGRICULTURE

The American Institute of Agriculture, 326 W. Madison Street, Chicago, Ill., is issuing a journal devoted to promoting the cause of closer study and better dissemination of information on the marketing of farm products. This Institute has been established by George Livingston, formerly Chief of the Federal Bureau of Markets, as a means of furnishing training to those persons interested in the development of the subject of marketing. The courses of instruction, which will be given by mail, are prepared by approximately 70 men recognized nationally as specialists in certain fields of marketing. "Every lesson represents the crystallized experience and knowledge gained by the writer during his years of familiarity with the particular phase of the subject which he discusses. Thus the method of study is inductive, and the theory is based on actual operations of things, not on presupposed conditions. They represent really a great codification of the economic laws of marketing, written in vivid and interesting style." Complete courses will be offered next fall in the marketing of grain, live stock, cotton, fruits and vegetables, dairy products, poultry and poultry products.

It is believed that the enrollment in these courses will be drawn principally from the following classes: County agricultural agents, officers or aspirants for office in agricultural organizations, managers of cooperative associations, extension workers, institute speakers, farmers who are community leaders, teachers of agriculture, agricultural writers and editors, country bankers, the more progressive middlemen and other business men, post-graduate college students specializing in marketing, and aspiring young men whose formal education has been limited.

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ECONOMIC COURSES OFFERED BY STATE COLLEGE OF WASHINGTON

Several courses along economic and marketing lines will be offered during the coming academic year by the State College of Washington, Pullman, Wash., according to the 1922 annual catalogue just issued. Among the courses listed, the following may be noted: Principles of Economics, Economic Resources and Trade, Agricultural Economics, Problems in Agricultural Economics, Principles of Accounting, Business Law, Business Organization, Principles of Marketing, Marketing of Farm Products, Grain Grading and Marketing, Fruit Packing, Poultry and Egg Marketing, Market Milk and Milk Inspection, Transportation, Retail Merchandising, Salesmanship and Advertising.

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PLANS BEING MADE FOR THE WISCONSIN PRODUCTS EXPOSITION

Preparations are being made by the State Department of Markets, Madison, Wis., to help work out plans for the Wisconsin Products Exposition to be held in Milwaukee the week beginning December 11. It is proposed to make a complete display of the products of the State.

PATRONAGE DIVIDENDS UNDER PACKERS AND STOCKYARDS ACT

Paragraph 1 of section 306 of the Packers and Stockyards Act, 1921, reads as follows:

"After the expiration of the sixty days referred to in subdivision (a) no person shall carry on the business of a stockyard owner or market agency unless the rates and charges for the stockyard services furnished at the stockyard have been filed and published in accordance with this section and the orders of the Secretary made thereunder; nor charge, demand, or collect a greater or less or different compensation for such services than the rates and charges specified in the schedules filed and in effect at the time; nor refund or remit in any manner any portion of the rates or charges so specified (but this shall not prohibit a cooperative association of producers from bona fide returning to its members, on a patronage basis, its excess earnings on their live stock, subject to such regulations as the Secretary may prescribe); nor extend to any person at such stockyard any stockyard services except such as are specified in such schedules."

It is apparent from a reading of the foregoing paragraph that stockyard owners and market agencies are required to follow a uniform schedule of charges in handling the business of their customers. An apparent exception of this statutory requirement is that a cooperative association of producers is not thereby prohibited from bona fide returning to its members on a patronage basis its excess earnings on their live stock.

In an opinion recently rendered by the Packers and Stockyards Administration relative to this matter it is said in part:

"You are correct in your understanding of our opinion that any refunds to shippers of charges on their live stock by cooperative associations must be confined to the bona fide members of such associations. This is based on section 306 (f) of the Packers and Stockyards Act....

"In our consideration of the language, as it stands in the law, it appears plain that for an association to receive the benefits of the apparent exception in subdivision (f) of section 306,

- (a) it must be a cooperative association,
- (b) refunds to shippers of live stock must be confined to its actual members,
- (c) such refunds must be bona fide returns to its members of its excess earnings on their live stock on a patronage basis, and
- (d) excess earnings, if any, derived from the sale of live stock of non-members can not be refunded to such non-members."

PLANS OUTLINED FOR MARKETING WORK IN ALABAMA

In planning for this year's extension work in marketing, M. H. Pearson, Marketing Specialist, Alabama Polytechnic Institute, Auburn, Ala., proposes to assist the farmers of the State by advising them in regard to the fundamentals of cooperative marketing. The need for assistance in cooperative marketing exists mostly among farmers producing hogs, cattle, peanuts, cowpeas, corn and syrup. Peanut growers will be urged to plant one standard variety of seed instead of the five or six now in use, in order that the peanuts may be sold at large central markets instead of being disposed of through the oil mills of the State. Better methods of harvesting will also be explained.

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NEW YORK DEPARTMENT OF FARMS AND MARKETS APPOINTS AN ECONOMIST

Arthur E. Albrecht, Instructor in Economics, College of the City of New York, has been appointed to the position of Economist in the New York City office of the State Department of Farms and Markets. From 1916 to 1918 Mr. Albrecht was expert and special agent for the Federal Bureau of Labor Statistics. Since 1919 he has been an instructor at City College.

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MARKET EXTENSION WORK IN NORTH CAROLINA

Among the lines of marketing work to be stressed by the Extension Division of the North Carolina State College of Agriculture, Raleigh, N. C., during the coming fiscal year, are: Grading and packing demonstrations for fruits and vegetables, the marketing of live stock and live-stock products, cotton grading and cotton warehousing, and rural credits.

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OHIO FARMERS URGED TO STANDARDIZE THEIR PRODUCE

Grading and packing fruits and vegetables according to approved practices is being stressed by the Ohio Bureau of Markets and Marketing, Columbus, Ohio, through the medium of the Market News and Exchange Bulletin. Ohio farmers are urged to grade their produce before offering it for sale if they wish to compete with other producing sections.

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BULLETIN DISCUSSES PEAR MARKETING IN PACIFIC COAST STATES

"The Handling, Shipping, and Cold Storage of Bartlett Pears in the Pacific Coast States" is the title of Bulletin No. 1072 published last month by the United States Department of Agriculture.

W. A. SCHOENFELD APPOINTED AGRICULTURAL ECONOMIST IN FEDERAL BUREAU

William A. Schoenfeld has been appointed agricultural Economist in the Federal Bureau of Agricultural Economics. He will have supervision of the research work in marketing correlating the activities of the various divisions. Mr. Schoenfeld is a graduate of the College of Agriculture and the School of Commerce of the University of Wisconsin, also a graduate of the School of Business Administration of Harvard University. He was Field Agent in Marketing in the former Federal Office of Markets and Rural Organization from 1915 to 1917. From August, 1917, to June, 1920, he was Assistant Director of Extension in Tennessee.

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TEMPORARY FIELD STATIONS TO BE OPENED BY FEDERAL BUREAU

Temporary field stations for the issuing of market reports probably will be opened by the Federal Bureau of Agricultural Economics on the dates indicated: Aberdeen, N. C., peaches, July 13; Las Cruces, N. M., cantaloupes, August 1; Rocky Ford, Colo., Cantaloupes, August 15; and Benton Harbor, Mich., apples, grapes and peaches, August 20.

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BULLETIN ON HONEY MARKETING TO BE PUBLISHED SOON

"The Grading and Marketing of Wisconsin Honey" is the title of a manuscript prepared by B. B. Jones of the State Department of Markets, Madison, Wis., which will soon be ready for the printer. The data used are based on two years of inspection work in the honey producing sections of the State.

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LIST OF FEDERAL MARKET NEWS STATIONS AVAILABLE

An address list of the market news stations on fruits and vegetables, as maintained in the principal markets of the country by the Federal Bureau of Agricultural Economics, is available for distribution from the Washington office of the Federal Bureau.

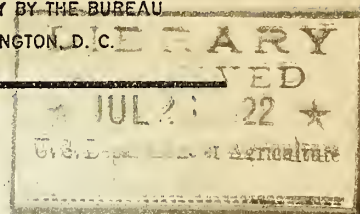
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MAINE FRUIT TO BE SOLD ON GRADE

Members of the Maine Fruit Growers' Exchange, Auburn, Me., have agreed to pack their fruit this year according to rigid standards of quality and to advertise their produce as subject to State and Federal shipping-point inspection.

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July 19, 1922.

Vol. II, No. 29.

CONFERENCE CALLED TO CONSIDER LAMB-MARKETING PROBLEMS

The economical marketing of lambs on the Jersey City live-stock market is the purpose of a conference called for July 21 at Jersey City, N. J. Irregular and ill-considered marketing is resulting in violent fluctuations in the price of lambs on this market. As New York City is the largest outlet for lamb and mutton the importance of Jersey City as a sheep and lamb market is emphasized. The producing area consists largely of the Western Range States, the Corn Belt feed lots and the Appalachian and Southern pastures. The problem is that of directing the supply of live sheep and lambs toward the Jersey City market so that receipts will correspond as nearly as is practicable with demand requirements.

The Federal Bureau of Agricultural Economics will be represented at the conference by Lloyd S. Tenny, Assistant Chief of Bureau; C. V. Whalin, Specialist in Marketing Live Stock; and C. A. Burnmeister, Investigator in Marketing Live Stock. The Packers and Stockyards Administration will be represented by Charles J. Brand, and the Federal Bureau of Animal Industry by D. A. Spencer.

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MISSISSIPPI AGRICULTURAL AND INDUSTRIAL COMMISSION

The Mississippi Legislature, during its last session, passed an act creating a commission of five members, known as the Mississippi Agricultural and Industrial Commission. This Commission, among other things, is charged with the duty of "locating markets for and establishing channels, means, and systems for the marketing of such products; assisting in classifying, standardizing, and grading of such products, and preparing them for market; exploiting and advertising the products and resources of Mississippi; and investigating freight rates and assisting in securing beneficial rates on such products." The Commission is also required to make a thorough investigation of the economic conditions in the State and disseminate information concerning the same. The report of its findings, together with its recommendations are to be submitted to the next regular session of the legislature.

One of the members of the Commission states that Mississippi could produce a much larger quantity of products if suitable markets could be located for the output.

MIDDLE ATLANTIC MARKETING CONFERENCE HELD IN WASHINGTON, D. C.

Nearly one hundred persons, representing the State bureaus of markets, railroad officials, growers and dealers, took part in the Middle Atlantic Marketing Conference of the National Association of State Marketing Officials, held in Washington, D. C., July 11. This is the second meeting of this kind held to discuss problems arising in connection with the marketing of apples and peaches produced in the Middle Atlantic States. The estimated production of fruit in each State was discussed and plans made to provide an adequate car supply to handle the crop. Freight classification and railroad service in general were thoroughly discussed.

Among the State representatives attending the conference were the following:

- W. H. Somers, Chief, State Bureau of Markets, Charleston, W. Va.,
Chairman of the Conference.
- P. R. Taylor, Acting Director, State Bureau of Markets, Harrisburg, Pa.
- W. C. Lynn, State Bureau of Markets, Harrisburg, Pa.
- J. H. Meek, Director, State Division of Markets, Richmond, Va.
- F. Earl Parsons, Specialist in Standardization and Inspection,
State Division of Markets, Richmond, Va.
- H. B. Bamford, Transportation Specialist, State Bureau of Markets,
Trenton, N. J.
- F. B. Bomberger, Assistant Director of Extension, University of
Maryland, College Park, Md.
- S. B. Shaw, Specialist in Horticulture, University of Maryland,
College Park, Md.
- V. H. Church, Agricultural Statistician, Lansing, Mich.
- J. B. Shepard, Agricultural Statistician, Albany, N. Y.
- J. S. Dermee, Agricultural Statistician, Baltimore, Md.

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FORMER FEDERAL MEN BECOME MANAGERS OF LIVE-STOCK PRODUCERS' ASSOCIATIONS

Three specialists, formerly employed in the Live-Stock Division of the Federal Bureau of Agricultural Economics, have been appointed managers of cooperative selling agencies at the larger live-stock markets. F. M. Simpson, who was an Investigator in Live-Stock Marketing, has recently been appointed manager of the National Live-Stock Producers' Association with headquarters in Chicago. This association was organized to assist in establishing selling agencies at the larger terminal markets. Four such terminal associations are now in operation. S. W. Doty, formerly in charge of the Chicago branch office of the Live-Stock Division of the Federal Bureau, is manager of the local established at the Union Stock Yards, Chicago, and D. L. Swanson, formerly live-stock reporter in the Chicago office, is manager of the local at Indianapolis, Ind.

Mr. Simpson visited the Washington offices of the Federal Bureau this week to secure information to aid him in his new undertaking.

THE SOUTH ST. PAUL LIVE-STOCK MARKET REPORTING SERVICE

Wide dissemination is given to the market reports on live stock prepared by the office conducted jointly by the Minnesota Department of Agriculture and the Federal Bureau of Agricultural Economics, at South St. Paul, Minn. It is estimated that during the fiscal year just closed these reports were given a circulation of 8,858,000 through the medium of the mail; the press, including daily, weekly and semi-monthly publications; and the radio.

The South St. Paul office is the fifth of the large live-stock centers of the country to receive the advantages of this service. The leased wire service maintained by the Federal Bureau connects this market with the various other large central markets, such as Chicago, East St. Louis, Kansas City, Omaha and St. Joseph. The actual work of reporting the market consists in seeing the various classes and grades of stock as they are sold and judging their quality, finish and grade so as to portray accurately the condition of the existing market and to describe the daily price fluctuations. In order to check the accuracy of the reports, access is had to packer purchase sheets as well as sale tickets in commission offices.

Another part of the work of the office is to obtain and publish daily the average weight and cost of hogs purchased by packers and shippers. Records are kept showing the average weight and cost by months, and these figures furnish a ready means of ascertaining whether or not the South St. Paul market is in line with Chicago, commonly considered the basic market of the country.

In connection with the market-reporting service, effort is being made constantly to educate sellers and buyers in regard to the tentative classification of market classes and grades of live stock which form the basis for the market reports. Effort is also made to bring about a better understanding of the purpose and necessity of a standard system of market classes and grades as a basis of trading.

Plans are now under way to supplement the market reports now being issued by a complete list of representative sales of live stock by classes and grades. This work, which is to be undertaken for a trial period of three months, is in response to a demand for such information on the part of managers of cooperative shipping associations and others.

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MARKETING DAY TO BE A FEATURE OF THE ARKANSAS FARM SCHOOL

The second day of the farm school to be held at the College of Agriculture of the University of Arkansas, Fayetteville, Ark., August 15-18, will be known as "Marketing Day." The day will be given over entirely to discussions of marketing problems as they relate to farm products. Turner Wright, Manager of the Arkansas Sweet Potato Growers' Exchange, formerly State Marketing Agent in Arkansas, together with representatives of other farmers' marketing associations of that State and neighboring States, will appear on the program.

PLANS BEING MADE FOR MARKETING EXHIBIT AT MISSOURI STATE FAIR

The exhibit which the Missouri State Marketing Bureau, Jefferson City, Mo., is planning for display at the State Fair to be held at Sedalia, Mo., August 19-26, will feature the following subject matter: Radio exhibit, which will initiate the 500-watt transmitting set now in process of installation at Jefferson City; grain-grading exhibit, with charts and other material illustrating the permanent program which the State Bureau is launching; egg standardization, including an egg exhibit of the various grades and classes with charts specifying practices to be followed to produce high-grade Missouri eggs; a wool exhibit, similar to the one of last year, showing approved methods of grading and preparing wool for market; and some live-stock marketing material.

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CALIFORNIA'S LIVE-STOCK MARKET REPORTING SERVICE

The live-stock market reporting service for California and other Pacific Coast States, will be inaugurated August 1, by the California State Division of Markets, Sacramento, Calif., and the Federal Bureau of Agricultural Economics. Trained market reporters, cooperatively employed, will be stationed in San Francisco and Los Angeles to collect daily information regarding local live-stock market conditions, movements, and prices at the packing plants and country shipping points. These reports are to be disseminated by means of the press and radio broadcasting stations. Mimeographed reports will also be prepared for distribution among persons requesting the same.

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NEW MARKETS FOR LOUISIANA SWEET POTATOES

Louisiana sweet potato growers are being given assistance in the formation of cooperative marketing associations and in the erection of storage houses, according to M. Hull, Sweet Potato Specialist, Louisiana State University, Baton Rouge, La. Last season Louisiana sweet potatoes were shipped to a larger number of markets than ever before. Shipments went into at least 25 States. Cars were sent as far north as Canada and as far south as the Canal Zone. The bulk of the shipments, however, went west of the Mississippi River. Many cars were sent to the Pacific Northwest.

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ORGANIZATION CAMPAIGN FOR NORTHERN WISCONSIN TOBACCO POOL CLOSES

The organization campaign, which has just come to a close for the Northern Wisconsin Tobacco Pool, resulted in more than 75 per cent of the tobacco acreage of the State being pledged to the new organization, according to officials of the Wisconsin Department of Markets, Madison, Wis.

A LIVE-STOCK MARKET REPORTING SERVICE FOR SOUTHEASTERN STATES

Plans are being made by the Federal Bureau of Agricultural Economics to inaugurate a live-stock market reporting service in the Southeastern States this summer. Weekly reports of live-stock movements and prices will be sent to the State statisticians by local live-stock buyers, commission men and packers, where they will be tabulated and released to newspapers for publication. The prices quoted will be based on the grades recognized by the Federal Bureau in its market classification of live stock, with the necessary adjustments to cover the soft and oily hogs common to that section of the country.

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ASSISTANT PROFESSOR OF MARKETING APPOINTED AT OHIO STATE UNIVERSITY

C. G. McBride, who has been assisting during the past six months in studies being made by the New York State College of Agriculture, Ithaca, N. Y., has accepted the position of Assistant Professor of Marketing with the College of Agriculture, Ohio State University, Columbus, Ohio. Mr. McBride was Assistant Professor of Agricultural Extension at the Pennsylvania State College previous to engaging in the research studies of operating methods employed by the cooperative marketing associations of New York, with particular attention to the cooperative buying of farm supplies.

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DISTRICT CROP REPORTS TO BE ISSUED SEMI-MONTHLY

E. A. Logan, Agricultural Statistician for Missouri, Jefferson City, Mo., has been made regional director to prepare semi-monthly reports for the district comprising Missouri, Iowa, Nebraska, and Kansas. These States form one of the nine districts into which the country has recently been divided by the Federal Bureau of Agricultural Economics. The reports will be released on the second and seventeenth of each month. Mr. Logan has been preparing the Missouri crop reports for the past eight years.

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WISCONSIN WOOL GROWERS ADVISED TO POOL THEIR WOOL

Wool growers in Wisconsin are being advised by Dr. Theodore Macklin, Professor of Agricultural Economics, University of Wisconsin, Madison, Wis., to ship their wool clip this season in lots exceeding 6,000 pounds if they wish to save money. "Wool-growing communities should get together and plan to make the larger shipments, which it is best to have large enough so that shrinkage will not pull the weight below the minimum 6,000 pounds for which the railroad companies will deliver a car to the storage plants."

REPORT ISSUED REGARDING AMERICAN APPLE INDUSTRY IN UNITED KINGDOM

E. A. Foley, Agricultural Commissioner of the United States Department of Agriculture, permanently stationed in London, England, has recently issued a 48-page mimeographed report entitled, "Review of the 1921-22 British Apple Market." Mr. Foley states that American apple shippers found a more satisfactory market in the United Kingdom this past season than in previous years, due principally to the improved methods of selection, handling, packing, storage and refrigeration.

Among the sub-topics of Mr. Foley's report the following are noted: Outstanding Features of the Season; Pacific Coast Shipments Successful; Difficulties Encountered in British Market; Method of Handling American Fruit; Opposition to Reconditioning; Knowledge of Market Conditions Essential; Cooperative Effort Needed; Export Packing Important; Consuming Public Supplied by Auctions; Auctions Determine Market Prices; Methods Pursued on Various Auctions; Descriptions of Glasgow, Liverpool, Manchester, London, Hull and Southampton Markets; and Handling Fruit by Private Sale. The appendix contains tables showing the fruit trade of the United Kingdom in 1920, the value of the British crops in 1920 and the market seasons for foreign fruit.

A limited number of copies of this report are available for distribution.

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HAY MARKETING DISCUSSED IN FARMERS' BULLETIN JUST PUBLISHED

"Business Methods of Marketing Hay" is the title of Farmers' Bulletin No. 1265, published recently by the United States Department of Agriculture. G. A. Collier, Investigator in Marketing Hay, Federal Bureau of Agricultural Economics, author of the publication, has set forth the following ten marketing suggestions to be considered in disposing of the hay crop: (1) Choose the method of marketing best suited to your business facilities, (2) Consign only to markets having a broad demand, (3) Sell only to reliable and responsible buyers, (4) Study local and national production figures in deciding when to sell, (5) Consult local and national market reports freely when deciding where to sell, (6) Avoid careless trading methods, (7) Repeat all terms of sale in confirmation, (8) Follow billing instructions closely, (9) Prepare invoices carefully and forward promptly, and (10) Present claims only when supported by adequate proof.

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CONSOLIDATED MARKET REPORT BROADCAST FOR PENNSYLVANIA FARMERS

Consolidated market reports, prepared by the Pennsylvania State Bureau of Markets, Harrisburg, Pa., are being broadcast each evening by radiophone from the State Police Station in Harrisburg. The reports, which contain about 250 words, cover fruits, vegetables, live stock, eggs and grain. This service was started July 11.

BLACKLISTING - BOYCOTTING

It is an established law that in the absence of a statute to the contrary a dealer may refuse to have business relations with certain parties for no reason whatsoever. While a dealer has the privilege stated he can not lawfully take wrongful action to cause others to refrain from entering into business relations with such parties.

In the case of United States v. King et al, found in 229 Fed. 275, 250 Fed. 908, the Aroostook Potato Shippers' Association of Aroostook County, Maine, appointed an executive committee, the defendants in the case, to list undesirable receivers and dealers in Aroostook County potatoes. The association handled 75 per cent of all interstate shipments of potatoes from Aroostook County. All persons who were found to be undesirable by the committee referred to were put on a blacklist. The blacklist was then circulated among the members of the association and they were forbidden by its bylaws, under penalty, to have any business dealings with a blacklisted person. The blacklist was also circulated among persons dealing in potatoes who were not members of the association and such persons were notified that they, too, must refrain from doing business with blacklisted persons or they, too, would be blacklisted. The defendants were indicted because of the facts stated for a conspiracy in restraint of trade under the Sherman Anti-Trust Act. They demurred to the indictment. The District Court of the United States in upholding the validity of the indictment said, "The association may have had the right to blacklist persons for legal and sufficient causes and objects, and to compel its members to refrain from dealing with them. But it had no right to endeavor to enforce its judgments by insisting that outsiders also obey them or else be blacklisted. No purpose or motive could make such action justifiable or such restraint legal. It follows that the restraint of trade described in the indictment was of an illegal character." The case was terminated by the payment of fines aggregating \$3,500.

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NEW YORK FARMS AND MARKETS LAW-1922 PRINTED IN BULLETIN FORM

"Farmers and Markets Law - 1922" is the subject of Bulletin No. 144, just issued by the New York State Department of Farms and Markets, Albany, N. Y. Included in the bulletin is that portion of the law relating to the jurisdiction, general powers and duties of the Department of Farms and Markets; also the provisions of the law in regard to membership corporations, business corporations, and cooperative agricultural, dairy or horticultural associations.

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MARKET REPORTING STATION ON PEACHES OPENED IN GEORGIA

A temporary field station for the issuing of market reports on peaches was opened by the Federal Bureau of Agricultural Economics at Cornelia, Ga., July 17.

EXAMINATION ANNOUNCED FOR ASSOCIATE MARKETING SPECIALIST (WAREHOUSING)

An announcement of an examination for Associate Marketing Specialist (Warehousing) to fill vacancies in the Federal Bureau of Agricultural Economics, has been reissued by the United States Civil Service Commission. Applications for the examination will be rated as received until further notice. The salary for positions under this examination range from \$2,400 to \$3,600 a year, depending upon the qualifications of the appointee. This is the same examination as was announced March 28, 1922. Further information may be obtained from the United States Civil Service Commission.

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APPROVED MARKETING PRACTICES DISCUSSED IN ARTICLES

Two articles relating to approved marketing practices take up the space devoted to horticulture in the July number of the Extension Cooperator, published by the Extension Division of the University of Arkansas, Little Rock, Ark. The subjects of the articles are "Good Market Melons Dependent on Picking," and "Picking of Tomatoes Depends Upon Market." The harvesting, grading and packing methods to be used for these two crops are briefly discussed.

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MARKETING DAIRY PRODUCTS COOPERATIVELY

"Organize for Dairy Marketing" is the subject of an article by Dr. Theodore Macklin, Professor of Agricultural Economics, University of Wisconsin, Madison, Wis., appearing in the July 7 issue of Hoard's Dairyman. Dr. Macklin gives six fundamentals in cooperative dairy marketing.

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COMMODITY MARKETING DISCUSSED BY G. O. GATLIN

"Commodity Marketing" is the subject of a three-page article by G. O. Gatlin, Assistant, Division of Agricultural Cooperation, Federal Bureau of Agricultural Economics, appearing in the June number of The County Agent and Farm Bureau.

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UNIVERSITY OF CALIFORNIA ISSUES BULLETIN ON PEAR SHIPPING

"Harvesting and Handling California Pears for Eastern Shipment" is the title of Circular No. 240 issued in May by the Agricultural Experiment Station of the University of California, Berkeley, Calif.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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July 26, 1922.

Vol. 11, No. 30.

ARIZONA COTTON GROWERS ASSISTED IN THEIR MARKETING PROBLEMS

Plans are being made by the Experiment Station of the University of Arizona, Tucson, Ariz., in cooperation with the Federal Bureau of Agricultural Economics and the Federal Bureau of Plant Industry, to assist the cotton growers in the Salt River Valley, Arizona, in an effort to increase the demand for Pima cotton by creating a stock of 1,000 to 1,500 bales, selected in the field and certificated as to uniformity. Certain spinners and fine-goods manufacturers who are potential users of considerable quantities of this cotton have objected to shipments they have received because of the irregularities of the quality of cotton sometimes found in a single bale. This lack of uniformity can be traced back to improper ginning and to the fact that the quality and character of cotton grown under irrigation often vary considerably in the same field as a result of variations in the quality of the soil or the slope of the land. No effort has been made heretofore in the process of picking to separate the inferior cotton from the more desirable qualities. The uncertainty of quality which has resulted, has tended to restrict demand for cotton produced in this region by the manufacturers of fine and fancy goods.

An experiment is being made this year which it is hoped will overcome this condition. From approximately 80,000 acres planted in Pima cotton it is planned to certify as to uniformity the best cotton produced on the best 5,000 acres. The Arizona Experiment Station and the Federal Bureau of Plant Industry will furnish representatives to consult with the local committee in charge of the actual work of inspection and certification and observe the results obtained. Undesirable cotton growing in the certified fields will be marked off and picked and ginned separately. Gins located in Tempe, Scottsdale and Roosevelt, which are cooperating in the experiment, will handle all the cotton picked from the 5,000 acres segregated for this purpose. Representatives of the Federal Bureau of Agricultural Economics will advise with the committee with respect to ginning and the introduction of the cotton to the mills and a classer from the Bureau will grade and staple the cotton after it is in the bale. A new series of tests to determine the spinning qualities of the cotton will be conducted by W. G. Blair, Specialist in Cotton Testing, Federal Bureau.

It is expected that not only will the growers receive material benefit from the experiment, but that much information will be obtained by the Federal Government which can be applied in other sections of the cotton belt.

A MARKET RESEARCH STUDY AT BRIGHAM CITY, UTAH

An investigation of fruit marketing methods at Brigham City, Utah, was made during the fiscal year ending June 30, 1922, by Dr. W. L. Wanlass, Director, School of Commerce and Business Administration, Agricultural College of Utah, Logan, Utah. The study developed the fact that the fruit delivered at this market is handled by several local buyers who have found outlets in the surrounding States for the surplus over local needs. The conclusions reached by Dr. Wanlass are set forth in the following sentences:

"The most obvious defect in the marketing of fruit at this point is the needless duplication of facilities and high overhead costs. There is no apparent reason why all the fruit in this section could not be marketed through an organization of growers at a greatly reduced cost per unit handled, with the larger volume that would result much better facilities could be provided and a wider market could be reached. It would be possible for such an organization to establish connections with dependable marketing agencies that do a nation-wide business. In this way there could be much greater assurance of a stabilized market".

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HOME CONSUMPTION OF WOOL URGED IN MISSOURI

An account of the campaign carried on in Missouri last year to encourage the consumption of wool on the farm by converting it into useful home-made articles is given by D. C. Rogers, Deputy State Marketing Commissioner, Jefferson City, Mo., in an article appearing in the July number of the American Sheep Breeder and Wool Grower. Mr. Rogers describes the work of Miss Louise Kilb of Shelbyville, Mo., in interesting farm women in making woollen mattresses, comforters and pillows from the wool raised on the farm. Illustrations are given of the home-made goods that formed part of the exhibit which the State Marketing Bureau had at the State Fair last year. The State Bureau is acting as distributing headquarters for the printed directions prepared by Miss Kilb for making comfortable woollen articles.

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BIBLIOGRAPHY ON THE MARKETING OF FARM PRODUCTS

A second supplement to the bibliography on the marketing of farm products has been prepared by the Library of the Federal Bureau of Agricultural Economics, and is ready for distribution. This bibliography was first compiled in 1918, and a supplement issued in 1919. The second supplement, dated January, 1922, brings the material listed to the close of 1921. It consists of the following nine parts: (1) General Publications; (2) Cotton and Cotton Seed; (3 and 4) Fruits, Vegetables and Miscellaneous Crops; (5) Grain, Hay and Seed; (6) Live Stock and Its Products; (7) Dairy and Poultry Products; (8) Markets; (9) Transportation and Storage.

RESULTS OF THE JERSEY CITY LAMB-MARKETING CONFERENCE

At the conference of lamb producers and representatives of the livestock trade, held in Jersey City, N. J., July 21, to discuss problems relating to the marketing of lambs, a committee was appointed to develop immediately plans which will lead to better marketing practices. Of this committee of seven, which will work with a representative of the United States Department of Agriculture, J. H. Maek, Director of the Virginia State Division of Markets, was made a member. This conference which was called by the Federal Bureau of Agricultural Economics and presided over by Lloyd S. Tenny, Assistant Chief of the Bureau, gave full consideration to the various factors which have resulted in the violent fluctuations in the price of lambs on this market. As a result of the meeting, representatives of the producers agreed to cooperate in placing a higher quality of lambs on the market, and other interests present expressed their willingness to help improve the prevailing marketing conditions.

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PROPOSED MARKET REPORTS FOR HOUSEWIVES

The Federal Bureau of Agricultural Economics has been advised that the American Fruit and Vegetable Shippers' Association, Chicago, Ill., will endeavor to encourage increased consumption of fruits and vegetables through radio market reports. The association has taken up with the Federal Bureau and some of the large radio broadcasting stations in the country, the advisability of broadcasting at regular intervals data as to when the heaviest movement of various fruits and vegetables will be made from the different States. This information would be primarily for housewives who desire to know the best time to purchase fruits and vegetables for canning and preserving purposes.

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BIBLIOGRAPHY ON MARKETING SUBJECTS PREPARED FOR NORTH CAROLINA TEACHERS

A bibliography, the special subjects of which are "Primary Distribution of Raw Products and Manufacturing," and "Secondary Distribution of Manufactured Products," was prepared by Gorrell Shumaker, Agent in Marketing, Raleigh, N. C., for use by the Teachers' County Summer School of North Carolina.

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GRADES FOR FOREIGN CHEESE PROMULGATED IN WISCONSIN

"Wisconsin Grades for Foreign Cheese" is the title of a bulletin just issued by the Wisconsin Department of Markets, Madison, Wis. The bulletin contains the grades promulgated by the State Department for Swiss, Brick and Limburger cheese. These grades became effective July 1, 1922.

MARKET EXTENSION WORK IN NORTH CAROLINA

Correll Shumaker, Agent in Marketing, North Carolina Division of Markets, Raleigh, N. C., reports that during the fiscal year ending June 30, 1922, assistance was given in the organization of six sweet potato associations with subsidiary storage corporations, a cantaloupe association, a watermelon association, a sweet potato growers' federation, and three curb markets.

A considerable amount of extension work was done during the year along the line of teaching the importance of grading fruits and vegetables before putting them into the channels of trade. Demonstrations were given regarding the grading and packing of strawberries, potatoes, sweet potatoes, peaches and watermelons. During the winter months a school for county agricultural agents was held in a sweet potato section and intensive instructions given concerning approved practices for preparing this commodity for market.

With the aid of the United States Department of Agriculture market news reports were issued during the shipping seasons on strawberries, white potatoes and peaches. Plans are now being matured by the State Division to begin on August 1 the dissemination by radio telephone from West Raleigh of daily reports on prices in Northern markets, statistics of supplies at Southern shipping points and figures regarding the movement of crops to market.

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UTAH MARKET NEWS SERVICE UNDER WAY

Copies of the daily market-news sheet being prepared for the use of Utah growers and shippers, have been received from the Extension Service of the Agricultural College of Utah at Logan. Price quotations are given for fruits and vegetables on the Salt Lake City, Ogden, and Brigham City markets; for grains on the Ogden and Chicago markets; for dairy and poultry products on the Salt Lake City market; for alfalfa hay on the Salt Lake City market; and for livestock on the Salt Lake City and Ogden markets. Arrangements are now being made to include reports on early potatoes from Idaho, Colorado and Nebraska.

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ARIZONA EXTENSION DIRECTOR TO TAKE UP MARKETING WORK

W. M. Cook has been furloughed from his position as Director of the Extension Service of the College of Agriculture of the University of Arizona, Tucson, Ariz., to become Director of Marketing of the Arizona State Farm Bureau with headquarters at Phoenix, Ariz. A. B. Ballantyne has been appointed Acting Director of the Arizona Extension Service. Mr. Ballantyne, who was formerly a county agricultural agent in Arizona, graduated from the Utah Agricultural College with the B.S. degree. After graduation he was an instructor at that institution and also served as a county agent in Utah.

A DOUBLE-SIZED ISSUE OF BULLETIN FOR BOOSTING EGG MARKETING

The issue of the Marketing Bulletin, State Marketing Bureau, Jefferson City, Mo., for July 22, 1922, has been given over to the promotion of the campaign now being conducted to "Make Missouri Eggs Better." This issue consists of twice the usual number of pages and contains a large number of illustrations made from drawings and photographs. Every page but one of the issue contains information of value to egg producers and shippers desiring to place a better product on the market and to secure all that the market will pay for a high-grade commodity.

The titles of some of the articles in this issue are as follows: "Marketing Eggs on a Graded Basis," "Why Eggs Should be Candled and How," "Missouri - the Big Egg State," "The Right Way to Pack Eggs," and "Classified Description of Eggs."

Full instructions are given for the construction and operation of candling outfits and for the construction and filling of egg crates.

Twenty-five thousand extra copies of this number of the Bulletin have been printed and are now being placed in the hands of Missouri egg producers and shippers.

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SYSTEMATIC PROGRAM FOR LIVE-STOCK ESTIMATING

At the meeting of the Agricultural Statisticians representing the States west of the Mississippi River held at Denver, Colo., beginning July 17, a program was worked out for the various live-stock reports to be issued for the range country. These reports will include the regular annual estimate of the number of different classes of live stock on farms and ranches, the calf and lamb crop, the prospective number of animals available for delivery, the monthly movement and condition of live stock, condition of pastures and ranges, leasing prices of pasturage, contract prices of cattle and sheep in the interiors from which market reports are not available, semi-annual reports of losses from all causes, and in general the present and prospective production, movements and condition of live stock in all important areas.

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THE MISSISSIPPI EXTENSION PROGRAM FOR THIS YEAR

The extension work in marketing planned by the Mississippi Agricultural and Mechanical College, Agricultural College, Miss., for the current year includes the teaching of approved practices for the marketing of cotton, truck crops, sweet potatoes and sugar-cane sirup. An effort will be made to perfect the community, county and State cotton marketing organizations. At the same time field work will be conducted relative to the standardization, ginning, warehousing and better handling of cotton.

Attention will also be given to the grading, loading and distribution of truck crops. Efforts will be made to organize associations to re-boil and blend sugar-cane sirup and otherwise prepare it for market.

PROMOTION EXPENSES

What is the liability of a corporation or association on contracts made or obligations incurred in its behalf prior to its incorporation by its promoters or those who were active in organizing it? The answer is that as a general rule a corporation is not liable unless it recognizes and ratifies the contracts or obligations after its formation. This question usually arises in connection with work done or contracts made incident to the formation of a corporation by those who were active in bringing about the existence of the corporation.

In the case of *Davis v. Joerke et al*, 181 N. W. 68, decided by the Supreme Court of North Dakota, the claim involved arose out of work done by a stock subscription solicitor in obtaining subscribers to the capital stock of a proposed bank. In disposing of the case the court said:

It is elementary that a corporation is not liable upon contracts entered into by its promoters. Before the corporation comes into existence, it can have no representative, and no one is capable of acting for it. Those interested in promoting it may nevertheless contemplate the ultimate payment by the corporation of the legitimate promotion expenses. But the corporation does not become liable for such expenses, in the absence of a subsequent undertaking in some form.

As a general rule a corporation usually pays the necessary legitimate expenses and costs incurred by those who brought about the formation of the corporation, but a corporation is not liable for such charges unless it elects to pay them.

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WOOL GRADING DEMONSTRATIONS HELD FOR THIRD YEAR

Wool grading demonstrations have been conducted in Maine for the third season. In 1920, fourteen demonstrations were held; in 1921 seven demonstrations; and in 1922, seventeen demonstrations. These have been conducted as a joint activity of the State Division of Markets and the Federal Bureau of Agricultural Economics, and a wool classifier has been furnished each season by the Federal Bureau. The Federal tentative grades for wool have been used and the producers have been taught the relative value of wools of the different grades and how to prepare wool for market.

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LARGE AMOUNT OF COTTON STORED IN LICENSED WAREHOUSES

Over 1,500,000 bales of cotton were stored during the year ending May 31, 1922, in warehouses licensed by the United States Department of Agriculture under the United States warehouse Act.

EXTENSION WORK IN MARKETING IN MAINE

During the fiscal year ending June 30, 1922, C. M. White, Chief, State Division of Markets, Augusta, Me., conducted extension work in marketing over the greater part of the State. He made 79 addresses before granges and other organizations. The average attendance at these meetings was 59. He assisted in the organization of several farmers' marketing associations, including two blueberry canning plants and one apple canning plant. Farmers in one community were assisted in organizing so as to take over the plant and business of a private packing company and are now continuing the business on a cooperative basis.

A bookkeeping system for Maine cooperative enterprises, devised by the State Division, was demonstrated in the offices of many associations. Five associations have installed the complete system and seven have adopted portions of the system. In commenting upon this phase of his work, Mr. White said recently: "It is gratifying to discover a slow but steady improvement in the method of handling the finances and general conduct of the business since these systems were installed."

Meetings in behalf of approved practices in the grading and loading of potatoes were held at eight shipping points with the result that 2,125 cars of potatoes have been pledged for inspection for the coming season.

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LIST OF AGRICULTURAL SOCIETIES IN PENNSYLVANIA PUBLISHED

General Bulletin No. 366 published recently by the Pennsylvania State Department of Agriculture, Harrisburg, Pa., is a compilation of the county and local agricultural societies of the State. The names and addresses of the presidents and secretaries of the various associations are given, also the dates for holding fall exhibitions for the year 1922.

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CONFERENCES REGARDING COLLECTION OF MARKETING STATISTICS

O. C. Stine, Agricultural Economist, Federal Bureau of Agricultural Economics, is conferring with specialists of the experiment stations and others in Ithaca, N. Y.; Montpelier, Vt.; Trenton, N. J.; Cambridge, Mass.; and Harrisburg, Pa.; regarding research work in the statistics of marketing and distributing farm products.

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FRUIT MARKETING TO BE DISCUSSED DURING FARMERS' WEEK IN MASSACHUSETTS

The direct marketing of fruits will be the subject discussed by Dr. S. W. Fletcher, Head of the Department of Horticulture, Pennsylvania State College, State College, Pa., during Farmers' Week at the Massachusetts Agricultural College, Amherst, Mass., July 25-28.

FEDERAL SHIPPING-POINT-INSPECTION SERVICE CONDUCTED IN FIVE STATES

Inspections of fruits and vegetables at shipping points are now being made by the Federal Bureau of Agricultural Economics in cooperation with State agencies in New Jersey, Colorado, California, Missouri and Washington. This new service covers potatoes and peaches in New Jersey, all fruits and vegetables in Colorado and California, potatoes in Missouri, and onions in Washington. Federal licenses have been issued to the State inspectors who are conducting the work under the direction of Federal Supervisors. Certificates which are legal documents under both State and Federal statutes are issued.

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MARKETING TO HAVE AN IMPORTANT PART IN CONNECTICUT FARMERS' WEEK PROGRAM

Several marketing subjects will be discussed during Farmers' Week at the Connecticut Agricultural College, Storrs, Conn., July 31 to August 5. "Trend of Cooperative Marketing in the United States," is the subject upon which Paul Mehl, Marketing Agent at the College, will speak. Among the other marketing topics included in the program, the following are noted: "Cooperative Marketing for Connecticut," "Market Problems of the Eastern Dairy Farmer," "The Connecticut Dairy Marketing Situation," and "What the Consumer Should Know about Milk and How He is Being Reached."

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TRI-STATE FARM PRODUCTS SHOW TO BE HELD IN MEMPHIS, TENN.

Cash prizes will be offered for the best displays of fruits, vegetables, butter, eggs and poultry exhibited at the Tri-State Farm Products Show to be held at the new farmers' retail market, Memphis, Tenn., August 15 and 16. J. H. Tull, Superintendent of the Memphis City Markets, is in charge of the show.

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RADIO DEMONSTRATION TO BE GIVEN FOR NORTH CAROLINA FARMERS

A radio demonstration will be a feature of the Farmers' State Convention to be held at the North Carolina State College of Agriculture and Engineering, Raleigh, N. C., August 1-3.

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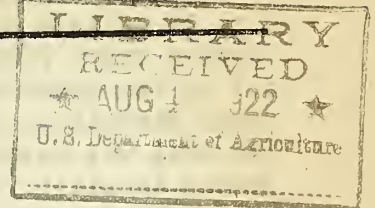
VIRGINIA FARMERS' INSTITUTE TO HOLD A MARKETING SESSION

A special marketing session will be held in connection with the State Farmers' Institute at the Virginia Polytechnic Institute, Blacksburg, Va., August 9-11.

STATE AND FEDERAL

MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



August 2, 1922.

Vol. II, No. 31.

SUMMER WORK IN AGRICULTURAL ECONOMICS AT CORNELL UNIVERSITY

Approximately fifty graduate students from all over the country are enrolled in the summer courses in agricultural economics at Cornell University, Ithaca, N. Y. Professor Asher Hobson of Columbia University is giving the course in Marketing; Dr. G. F. Warren of Cornell University, the course in Farm Management; and Dr. T. N. Carver of Harvard University, the general course in Agricultural Economics.

At twelve o'clock each day a lecture course is offered to all persons interested in the subject of agricultural economics. An average attendance of 150 is maintained at these lectures. Among the outside speakers who have been scheduled to deliver lectures, the following are mentioned: Dr. B. H. Hibbard, In Charge of the Department of Agricultural Economics, and Dr. Theodore Macklin, Professor of Agricultural Economics, University of Wisconsin; Dr. J. D. Black, Chief of the Division of Agricultural Economics, University of Minnesota; and Dr. H. C. Taylor, Chief of the Federal Bureau of Agricultural Economics. Dr. Taylor recently delivered two lectures dealing particularly with the organization of the Federal Bureau. A chart showing the various divisions of the Bureau was used in connection with his lectures.

It has been suggested that a similar graduate school in agricultural economics be held every summer at some one of the larger educational institutions, instead of the various colleges and universities each attempting to offer graduate work in this subject.

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PREPARING FOR THE INAUGURATION OF SHIPPING-POINT INSPECTION

Arrangements are being made at the Virginia Polytechnic Institute, Blacksburg, Va., for fruit and vegetable grading demonstrations, with a training school for inspectors, August 17-19. A program for the inspection of fruits and vegetables at shipping points has been undertaken by the State Division of Markets, Richmond, Va., and the proposed demonstrations and training school are for the purpose of preparing the way for the inspection service and for the training of men in the technic of inspection. It is expected that among those who attend the demonstrations there will be found some qualified for the work of assisting in the inauguration of the inspection service.

NORTH CAROLINA WOOL GROWERS GET FULL VALUE BY COLLECTIVE ACTION

North Carolina wool which would have brought the growers only from 7 to 12 cents a pound sold as high as 40 cents because of the fifteen auction sales recently conducted. The schedule for these sales was worked out by the producers in cooperation with V. W. Lewis, Specialist in Live-Stock Marketing, Division of Markets and Rural Organization, Raleigh, N.C. The wool was assembled at central points and graded according to the United States tentative wool grades by a Federal wool classifier prior to the dates for the auctions. Buyers for firms using large quantities of wool were invited to the sales and the wool was sold at auction to the highest bidder. Although half a dozen buyers attended and put in bids at the first sales, the highest bid in each case came from the same firm. This firm finally placed a bid, based on the United States tentative grades, on the wool at all the remaining scheduled points of sale, which bid was accepted in each case. The sales were attended by George T. Willingmyre, Wool Marketing Specialist of the Federal Bureau of Agricultural Economics, who reports that the producers, because of their collective action, obtained full value for their wool.

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GRADING AND INSPECTION OF ONIONS PROPOSED IN MASSACHUSETTS

Meetings of onion growers and distributors were called recently at Northhampton and South Deerfield, Mass., by the State Division of Markets, Boston, Mass., to discuss the adoption of standard grades and the inauguration of an inspection service for onions. These hearings were called in accordance with an act approved May 20, 1922, providing for the grading and inspection of onions. This recently enacted law gives the State Commissioner of Agriculture authority to establish standards for the permissive grading of onions on the basis of the United States standards for Northern-grown onions, and also provides for an inspection and certification service on the basis of these grades.

The general sentiment of the representatives from the producing section of the Connecticut Valley was that the new law would be of material benefit to the growers. It was indicated that an inspection service would be used by the onion growers providing the production was large enough to warrant its establishment.

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UNIVERSITY OF MARYLAND APPOINTS AN ADDITIONAL ECONOMIST

Samuel H. DeVault, who has been engaged in the Federal Bureau of Agricultural Economics in a scientific study of motor truck operations, resigned August 1 to accept the position of Assistant Professor of Agricultural Economics in the University of Maryland, College Park, Md. In addition to his teaching work, Mr. DeVault will engage in extension activities, giving special attention to problems connected with the cooperative marketing of farm products.

LOYALTY CONSIDERED CHIEF ASSET OF COOPERATIVE ORGANIZATIONS

A true spirit of loyalty is considered by J. R. Hutcheson, Director of Extension, Virginia Polytechnic Institute, Blacksburg, Va., as the chief asset of cooperative associations. In an article appearing in the July number of the Extension Division News, he says in part: "There is nothing that the members of the peanut, tobacco and other organizations in this State can do at the present time that will add greater strength to their organizations than to develop this vital, living spirit of loyalty. Unfortunately, too many members of cooperatives seem to think that when they have signed the contract and paid their membership fees their duties are ended. Nothing will kill a cooperative quicker than this spirit. Membership in a cooperative organization carries with it a responsibility on the part of each member to stick by the organization in periods of adversity. It is easy enough to be a good cooperator when everything is moving smoothly and when the association is selling the farmers' products rapidly at high prices, but it takes a real man to be a good cooperator when things go wrong and the markets are dull.....The principle of cooperative marketing is right and the right will prevail if we are loyal and do our part."

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EXHIBITS SHOW WORK OF FEDERAL BUREAU OF AGRICULTURAL ECONOMICS

The Government's exhibits which are being shown at the various fairs throughout the country this year, include displays setting forth some of the activities of the Bureau of Agricultural Economics. Among the many educational features of these exhibits may be mentioned the demonstrations showing the approved methods used in preparing wool for market. The tentative standards which the Federal Bureau recommends for grading wool, the fleece-tying box, and the manufacturing processes through which the grease wool passes to the finished fabric, are all exhibited. The Federal Bureau's radio market-news service is explained by actual demonstrations. The Federal method of grading grain is another feature of the exhibits. A transparency case shows the various grades of live-stock animals and meat cuts. Standard containers for fruits and vegetables are included in the displays. Many features of the cotton industry are also illustrated.

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A COTTON MARKETING SPECIALIST FOR EXTENSION WORK IN TENNESSEE

An Assistant Specialist in Cotton Marketing was added in July to the extension staff of the Tennessee College of Agriculture, Knoxville, Tenn. L. A. Odom of Memphis is now in the field making plans for assisting the cotton growers in the preparation of their 1922 crop for market. Mr. Odom, a native of Tennessee, attended school at the State agricultural colleges of Mississippi and Texas. During recent years he has been operating as a cotton buyer at Memphis.

TENNESSEE MARKETING SPECIALIST REPORTS INCREASED NUMBER OF WOOL POOLS

Twenty-one wool pools were conducted in Tennessee this year in comparison with 14 last year. This was largely because the wool growers learned last year that it was to their advantage to assemble their wool in large lots and to grade it as to quality before offering it for sale. The pools were conducted under the supervision of A. L. Jerdan, Marketing Specialist, Tennessee Agricultural College, Knoxville, Tenn., who reports that there were 233,000 pounds of wool in the 21 pools. The largest pool consisted of 47,000 pounds. A new feature in connection with this year's pools was the assembling and grading on the days preceding the dates announced for the several sales. This permitted the giving of more attention to the actual selling. The better grades of wool sold at prices ranging from 38 cents a pound to 41-1/4 cents, while the prevailing price paid at country points in Tennessee this year was 25 cents a pound. Mr. Jerdan, who has been in charge of the wool pools for several years, reports that the quality of the wool being offered through the pools is rapidly improving. This he thinks is due to the fact that the producers see their wool graded and thus become informed as to market requirements and learn what characteristics in wool bring the highest prices.

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STATE BUREAU DIRECTS BUYERS TO GROWERS' SALES

The State Bureau of Markets, Atlanta, Ga., is assisting Georgia producers in their marketing operations by directing buyers to the various sales being arranged by growers' organizations. A secretary of one of the marketing associations stated recently that from three to five cents more a pound was received for poultry than would have been received had it not been for the assistance of the State Bureau.

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COOPERATIVE ORGANIZATIONS IN OHIO SHOW MARKED INCREASE

According to G. U. Marvin, Chief of the Ohio Division of Markets and Marketing, Columbus, Ohio, there are in active operation in the State approximately 600 cooperative associations, over 250 of which are cooperative elevators. The increase in number during the past few years has been almost marvelous, Mr. Marvin states.

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MICHIGAN DIRECTOR OF MARKETING TO ADDRESS POTATO GROWERS

Hale Tennant, Director of Marketing at the Michigan Agricultural College, East Lansing, Mich., will be among the speakers at the fourth annual meeting of the Michigan Potato Growers' Exchange to be held at Cadillac, Mich., August 16 and 17.

FIXING RETAIL PRICE

Does a manufacturer or other vendor have the right to fix the price at which goods sold by him shall be retailed? The answer as given by the Supreme Court of the United States is no. In the case of Bauer and Cie et al v. O'Donnell, 229 U. S. 1, which involved this question, it appeared that the plaintiff manufactured a certain product known as Sanatogen under letters patent. On each of the packages was a notice addressed to the retailer which, among other things, stated that "this size package of Sanatogen is licensed by us for sale and use at a price not less than \$1." O'Donnell, the defendant in the case, sold certain of the packages at less than \$1. The plaintiff then refused to sell him more of the packages and he then purchased a quantity of Sanatogen from jobbers which he sold at less than \$1 a package. The plaintiff then brought suit against O'Donnell to restrain him from selling the packages at less than the price named, claiming, among other things, that in view of the fact that the article in question was patented, that they had the right to determine the resale price as an incident to the rights conferred by the patent. The Supreme Court after stating that it was settled that a manufacturer or vendor could not fix the retail price of unpatented articles sold by them, held that a patentee who has parted with the patented article by passing title to a purchaser has placed it beyond the limits of the monopoly secured by the patent act and that therefore he could not fix the resale price thereto.

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DEVELOPMENT OF COOPERATIVE MARKETING IN THE UNITED STATES

"Some Factors in the Progress of Cooperative Marketing in the United States" is the title of a nine-page mimeographed paper recently prepared by Miss Chastina Gardner, Junior Assistant in Market Information, Federal Bureau of Agricultural Economics. The topics discussed are: (1) Cooperation a result of necessity, (2) Conditions in the United States leading to formation of the first organizations, (3) "The Granger Movement," (4) The California Fruit Growers' Exchange, (5) Federal and State bureaus of markets, (6) The county agent, (7) "The Farm Bureau idea" and the American Farm Bureau Federation, and (8) The Capper-Volstead Act. Copies of the publication are available for distribution.

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FEDERAL GRADES FOR VEGETABLES OBSERVED IN MINNESOTA

Changes have been made in the Minnesota potato grades so as to conform to the recently adopted Federal grades, according to an announcement recently made by N. J. Holmberg, State Commissioner of Agriculture, St. Paul, Minn. Federal grades are adhered to in Minnesota for cucumbers, cabbage, onions, lettuce, tomatoes and celery.

CIVIL SERVICE EXAMINATION ANNOUNCED FOR JUNIOR MARKETING SPECIALIST

An assembled examination for positions in the Federal Bureau of Agricultural Economics as Junior Marketing Specialist has been announced by the United States Civil Service Commission for September 6 and 7, 1922. Examination will be given in nine optional marketing subjects, applicants specifying on their application blanks in which of the optional subjects they desire to be examined. A separate register will be established of eligibles qualifying in any of the following subjects: (1) Marketing Grain and Hay; (2) Marketing Fruits, Vegetables, and Miscellaneous Products; (3) Marketing Live Stock and Animal Products; (4) Marketing Dairy Products; (5) Marketing Poultry and Eggs; (6) Marketing Cotton; (7) Warehouse Investigations; (8) Market Business Practice; and (9) The Economics of Marketing.

In addition to practical questions on each optional marketing subject chosen, applicants will be rated on geography, political and commercial; on a thesis submitted on the day of examination; and on education, training and experience.

Practically all of the positions for which these examinations are held require more or less investigational work in the field outside of Washington, D. C., which offers an opportunity for obtaining a broad and comprehensive view of the special subject of investigation as related to the entire country. The salaries range from \$1,320 to \$2,100 a year. Further information may be obtained from the United States Civil Service Commission.

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FEDERAL GRAIN-GRADING METHODS EXPLAINED TO CZECHO-SLOVAKIAN REPRESENTATIVE

In order to acquire first-hand knowledge of the Federal methods used in grading grain, Dr. Rudolf Kuraz, Agricultural Attache of the Czecho-Slovakian Legation, recently visited the office of the Federal Bureau of Agricultural Economics in Baltimore, Md. A careful demonstration of the methods of grain grading was given for Dr. Kuraz' benefit, after which, accompanied by the Federal Grain Supervisor, he visited a new grain elevator erected in that city.

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BULLETIN PUBLISHED IN INTEREST OF NEW ENGLAND'S FOREIGN TRADE

"The New England Exporter" is the subject of a bulletin prepared by Dr. Harry R. Tosdal, Professor of Marketing, Graduate School of Business Administration of Harvard University and published by the Committee on Foreign Trade of the Chamber of Commerce, Boston, Mass. This bulletin, which was prepared and published in the interests of New England's foreign trade, may be obtained from the headquarters of the Boston Chamber of Commerce for one dollar.

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U. S. Department of Agriculture

August 9, 1922.

Vol. II, No. 32.

DAILY MARKET REPORTS ON LETTUCE BEING ISSUED IN NEW YORK STATE

Special market reports on lettuce are being issued for New York growers and shippers from the Rochester branch office of the State Department of Farms and Markets. The reports cover the car-movements of lettuce from New York shipping points and the market conditions and prices of lettuce on the New York City, Philadelphia, Baltimore, Washington, Pittsburgh and Chicago markets. The car-movement report is compiled from daily reports received from the various railroads in the State. The information, when summarized, shows the total number of cars forwarded to the different markets in the country from each shipping point within the State. These reports are sent by wire, collect, to all growers and shippers requesting the service.

Through a cooperative arrangement with the Federal Bureau of Agricultural Economics, the market conditions at the six large cities are obtained. These reports are disseminated principally through the newspapers of the State and are also wired, collect, to all persons making request for the same. Arrangements are also being made to broadcast the reports by radio.

The Rochester office of the State Department of Farms and Markets is located in Room 430, Mercantile Building.

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NEW JERSEY BUREAU OF MARKETS TO MAKE COST-OF-MARKETING STUDIES

A survey of the cost of marketing fresh fruits and vegetables in New Jersey is being undertaken by the New Jersey State Bureau of Markets, Trenton, N. J. Frederick V. Waugh, a graduate of the Massachusetts Agricultural College, has been appointed by the State Bureau to conduct the study. Mr. Waugh has specialized in the study of agricultural economics. It is planned to secure data which will show the average costs of marketing under different methods and thus enable the farmer to choose the most satisfactory system of disposing of his crops. The data will also show just how the consumer's dollar is divided into the price paid the farmer, the percentage chargeable to freight costs, and the margin that goes to the various middlemen and to the retail dealer. This investigation, the State Bureau declares, "will apply to New Jersey products, raised on New Jersey farms, and sold to New Jersey consumers."

SIX MARKET RESEARCH STUDIES CONDUCTED IN MASSACHUSETTS LAST YEAR

Six separate market research studies were made jointly during the past fiscal year by the State Division of Markets, Boston, Mass., and the Federal Bureau of Agricultural Economics. These marketing investigations covered the following subjects: "The Marketing of Connecticut Valley (Mass.) Onions;" "The Marketing of Maine Potatoes in Massachusetts;" "Boston as a Transshipment Market;" "Traffic Studies;" "Trucking Costs for the Franklin County (Mass.) Apple Crop;" and "Retail Produce Margins and Retail Buying Practices."

The studies were undertaken with a two-fold object, first to show the various steps, processes, costs and channels which certain crops must take or pass through in their marketing; and secondly, to devise methods of procedure for making similar analyses in the future. The following outline briefly describes the scope of each study:

The history of onion marketing in the Connecticut Valley is traced from the beginning of the industry, and the various conditions leading to the present marketing practices discussed. Onion storage, risks, distribution, and supply and demand are also given consideration.

In studying the marketing of Maine potatoes in Massachusetts, attention was given to the prevailing system in order to ascertain the charges exacted by the various agencies and to determine the actual costs of each. The results of this study seem to indicate that the present distributive system for Maine potatoes is, in general, economical.

The investigation of the transshipment trade in fruits and vegetables in Boston is a part of a more comprehensive study, not yet completed, of Boston's fruit and vegetable trade. The study was made in order to determine the existing marketing problems, and to suggest a solution for the problems discovered.

In the study of the traffic congestion in the Faneuil Hall market district, Boston, as it affects the cost of food distribution, the existing conditions were investigated. The volume of business handled at this market and the hours during which the greatest congestion in traffic occurs were carefully tabulated. In attempting to solve some of the traffic problems attention was given to the practicability of eliminating outsiders who use the market thoroughfares as short-cuts, of prohibiting the entrance of large motor trucks into the market district, of establishing one-way streets, of rerouting traffic, of widening the streets, and of relocating the market.

The study of transporting the Franklin County (Mass.) apple crop to market was made primarily to determine whether shipping the apples by rail or by motor truck was more practical. The costs of each were studied.

The sixth study attempts to analyze some of the marketing functions of retailing by determining the retail produce margins for turnips, cabbage, lettuce, onions, tomatoes, spinach, potatoes, cucumbers, celery, cranberries, eggs and butter; and by studying the practices of the retail grocers in Boston.

Plans are being made by W. A. Munson, Director of the Massachusetts Division of Markets, to conduct further research studies this year in the marketing of fruits and vegetables.

COOPERATIVE MARKETING OF LIVE STOCK PROFITABLE TO TENNESSEE FARMERS

One hundred and fifty-eight cars of live stock were shipped co-operatively in Tennessee during the past fiscal year, 117 cars of which consisted of lambs. A. L. Jerdan, Marketing Specialist, Tennessee Agricultural College, Knoxville, Tenn., estimates that the farmers of the State, through the cooperative live-stock sales, saved almost \$19,000. "These savings," he states, "represent the profits these farmers would have had to pay the local buyers had they sold individually instead of cooperatively. These profits are conservative and are based on prices offered by local buyers in the various counties on the dates of shipping." Cooperative selling has induced the local buyers to pay prices more in keeping with those paid on the larger markets. By posting the daily price quotations on live stock at the large central markets, the farmers of Tennessee are kept informed of the market values of their live stock and are less apt to sell below the market prices.

Mr. Jerdan assisted the farmers of Tennessee in conducting their live-stock marketing by three different methods during the year. In some counties the farmers graded or marked their live stock and consigned it to a commission firm on some central market. In other counties the farmers contracted their live stock to local drovers at a stipulated margin under the prevailing price of the central market, or Nashville market, for a definite period of time. Under this method the live stock is graded and weighed locally and turned over to the local buyer for shipment. The Nashville market prices on the different grades are secured and settlement with farmers made on the basis of this market and the home weights and grades. The third method consists of assembling the live stock at the local shipping point, grading and weighing it there. The prices offered on the central market are ascertained and the sales manager or marketing committee offers the live stock to the local buyers present. The marketing committee then decides whether to accept local prices or to ship on consignment. Last year the cooperative offerings of two counties were practically all sold outright to local buyers by this method.

Considerable valuable educational work has been done in connection with the marketing of live stock, especially lambs. The farmers of the State learned much about the grading of lambs and that only the best grade really makes a profit.

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APPLE GROWERS IN VIRGINIA ADOPT GRADE STANDARDS.

Grade specifications for apples were adopted at a meeting of the apple growers from the principal producing sections of Virginia and a committee on apple standards of the State Horticultural Society, held at Roanoke, Va., recently. The grades as adopted were based on the Federal standards for barreled apples. G. S. Ralston, Assistant Professor of Pomology, Virginia Polytechnic Institute, Blacksburg, Va., was chairman of the committee on grades. J. H. Meek, Director of Markets, and F.E. Parsons, Specialist in Standardization and Inspection, State Division of Markets, Richmond, Va., were among those attending the meeting.

MILK-MARKETING METHODS IN NEW YORK STATE BEING STUDIED

A study of the methods of marketing milk and milk products in New York State is being undertaken by the Department of Agricultural Economics of Cornell University, Ithaca, N. Y., in cooperation with the Federal Bureau of Agricultural Economics. Dr. M. J. Norton, Extension Instructor in Farm Management, is conducting the study.

A similar series of studies will be made in the New England States. Already in Massachusetts the effect of advertising upon the consumption of milk and milk products is being investigated. A house-to-house canvass is being made in metropolitan Boston in order to determine the attitude of the consumer toward milk consumption as influenced by advertising. This research work in Massachusetts is being conducted jointly under the leadership of Dr. Daniel Starch of the Harvard Graduate School of Business Administration, Cambridge, Mass.; W. A. Munson, Director of the State Division of Markets, Boston, Mass., and specialists of the Federal Bureau of Agricultural Economics.

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MARKETING SUBJECTS INCLUDED IN PROGRAM FOR FARMERS' INSTITUTE

Several different phases of the subject of marketing are included in the program of the Middle Tennessee Farmers' Institute at Columbia, Tenn., August 8-10. C. E. Brehm, Assistant Director of the Tennessee Division of Extension, will lead the general discussion regarding cooperative organizations. "Wool and Lamb Pools" is another subject to be considered. County agricultural agents will report on the progress of cooperative selling in their respective counties. Curo marketing will be discussed with the farm women.

Lloyd S. Tenny, Assistant Chief of the Federal Bureau of Agricultural Economics, is attending the conference in order to discuss with the farmers some of the fundamentals of cooperative marketing. While in Tennessee, Mr. Tenny will also study some of the practices followed in sending lambs to the Jersey City market.

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PLANS TO BE OUTLINED FOR RESEARCH MARKETING STUDIES IN NEW ENGLAND STATES

The program of work which the recently organized New England Market Research Council will undertake during the year will be outlined this week by Dr. K. L. Butterfield, President of the Massachusetts Agricultural College, Amherst, Mass., who has been appointed Chairman of the Council, and W. A. Schoenfeld, Agricultural Economist with the Federal Bureau of Agricultural Economics. Before returning to Washington, Mr. Schoenfeld will confer with officers of the Port of New York Authority, New York City, in regard to plans for conducting some research studies in produce marketing. Conferences will also be held with Dr. Huebner of the University of Pennsylvania, Philadelphia, relative to the establishment of graduate studies in the retail marketing of farm products.

INCREASED MARKET VALUE OF IMPROVED VARIETIES OF COTTON DEMONSTRATED

As a result of the cotton grading demonstrations conducted in West Tennessee last fall by A. L. Jordan, Marketing Specialist, Tennessee College of Agriculture, Knoxville, Tenn., and L. A. Huff, Cotton Marketing Specialist, Texas Extension Service, the growers in the cotton producing counties are raising approximately 15,000 acres of cotton of improved quality. The demonstrations proved to the farmers the advantages of raising cotton of uniform quality and length of staple. The farmers have arranged to save only purebred seed for planting purposes and to gin the improved varieties of cotton separately from the inferior qualities in order to prevent the mixing of lint and seed. Arrangements are also being made for the selling of this cotton through county cooperative pools to demonstrate the increased value of this longer staple cotton.

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GEORGIA GROWERS BEING TAUGHT GRADING, PACKING AND LOADING PRACTICES

Fruit and vegetable growers in Georgia are receiving much assistance this season in regard to approved marketing practices. Elmo Ragsdale, Extension Agent in Marketing, Georgia State College of Agriculture, Athens, Ga., has been advising farmers as to the right way to grade, pack and load their produce for market. Particular attention has been given to peaches, apples, cantaloupes, white potatoes, onions, tomatoes, beans, and cabbage. Mr. Ragsdale assisted in grading and loading the first car of tomatoes shipped this season from Augusta, Ga.

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EGG CANDLERS TO BE TRAINED IN MISSOURI

The Missouri State Marketing Bureau, Jefferson City, Mo., is arranging to train apprentice egg candlers. This is one of the features of the campaign now being conducted under the slogan, "Make Missouri Eggs Better." Fifty towns are being visited each week by one or more of the twenty persons now conducting candling and grading demonstrations in the State. It is estimated that already assistance has been given to one hundred cooperative exchanges in the northeastern part of the State.

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NEW COTTON STANDARDS TO BECOME EFFECTIVE AUGUST 1, 1923

The new cotton standards of the United States for grades and colors of American Upland cotton and for American Egyptian cotton, will become effective August 1, 1923, by order of the Secretary of Agriculture. The changes in the present standards were recommended by a special committee of representatives of the cotton industry which met with officials of the Federal Bureau of Agricultural Economics in June.

INSPECTION CERTIFICATES

The case of Bower-Venus Grain Company v. Norman Milling and Grain Company, 207 Pac. 297, recently decided by the Supreme Court of Oklahoma, emphasizes the great value of inspection certificates.

In this case the plaintiff ordered a car of Oklahoma No. 2 white corn at a certain price per bushel to be delivered at Norman, Okla., destination weights and grades. The order was accepted by the defendant and a car of corn was shipped in fulfillment of the contract. On arrival at destination it was inspected by a Federal inspector, licensed under the United States grain standards act, who issued a certificate stating that the grade of the corn was No. 3 mixed. The inspection certificate also showed other pertinent facts concerning the amount of foreign matter, damaged corn, moisture content, color, etc.

Prior to the arrival of the car of corn the defendant drew a draft on the plaintiff for \$2,682.39, the purchase price of the corn, which was paid. After receiving the inspection certificate the plaintiff notified the defendant that the car of corn was not of the grade ordered. In due time the plaintiff brought suit against the defendant for the amount of the draft which it had paid. On the trial it was claimed by the defendant that inasmuch as the plaintiff had paid the draft attached to the bill of lading for the corn in controversy, title thereby vested in the plaintiff and that it became the owner of the car of corn and was thereby precluded from recovering the purchase price. The court in disposing of this contention said:

"It is immaterial in this case whether the title to the corn passed upon the payment of the draft by the plaintiff, for, conceding that it did, it would be merely a conditional title subject to the right of inspection and rejection if the corn was inferior in quality to the corn sold to the plaintiff under the terms of the contract of sale. If the title, in fact, passed to the plaintiff, it was a conditional title, and the condition was that the corn should be found to be of the quality purchased."

In disposing of other propositions advanced by the defendant relative to the grade of the corn the court called attention to the fact that under the terms of the contract of sale the defendant sold the corn according to weights and grades at destination. The court in this connection quoted the following language:

"Where corn is purchased as of a certain grade and quality, according to official inspection, such inspection, in the absence of anything to impeach it as dishonest or collusive, is conclusive as to grade and quality shipped....."

"The rule announced here is supported by the weight of authority. The defendants in this case did not attack by any pleading the inspection made by Mr. Jordan, who was an official and licensed inspector, both of the federal and state government. The inspection made was conclusive in the absence of collusion or fraud."

The court found under the circumstances that the plaintiff was entitled to recover the purchase price of the corn.

LARGE POSTERS USED IN EGG AND GRAIN CAMPAIGNS IN MISSOURI

Eleven large posters have been prepared by the Missouri State Marketing Bureau, Jefferson City, Mo., in connection with the "Know Your Eggs," "Know Your Grain" campaigns being conducted in the State. One thousand copies of each of the posters were printed and are being placed in the hands of egg and grain buyers throughout the State. The posters, in addition to urging production of better eggs and better grain, set forth some of the market requirements for these products. The grade standards adopted in Missouri are also given in some of the posters.

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SHORT COURSE IN WOOL MARKETING AT WEST VIRGINIA UNIVERSITY

A short course in wool marketing will be given by the Extension Division of the College of Agriculture, West Virginia University, Morgantown, W. Va., August 14-19. A feature of the course will be demonstrations in grading wool according to the tentative standards prepared by the Federal Bureau of Agricultural Economics. G. T. Willingmyre, Specialist in Marketing Wool, Federal Bureau, will be in charge of the demonstrational work.

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WISCONSIN BEEKEEPERS' CONFERENCE TO CONSIDER MARKETING SUBJECTS

At the Wisconsin Beekeepers' Field Meet and Conference being held at Green Bay, Wis., August 7-11, the marketing of honey will be considered. Among the topics scheduled for discussion, the following are noted: "Some Recent Developments in Honey Selling," "How the State Department of Markets Can Help the Beekeepers," and "The Relation of Beekeepers' Organizations to the Sale of Honey."

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MUCH PROGRESS MADE IN RICE STUDIES DURING PAST YEAR

During the past year tentative grades for rough and brown rice were formulated by the Federal Bureau of Agricultural Economics. Tentative revisions were also made of the United States Grades for Milled Rice to a more practicable basis. Methods of harvesting, storing, milling and shipping of rice were studied and much valuable data compiled.

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TEMPORARY MARKET REPORTING STATIONS TO BE OPENED BY FEDERAL BUREAU

Temporary field stations for the issuing of market reports on potatoes will be opened by the Federal Bureau of Agricultural Economics at Alliance, Nebr., September 1, and Idaho Falls, Idaho, September 11.

A NEW AGENT IN MARKETING APPOINTED IN ARKANSAS

Glenn F. Wallace has been appointed recently as Agent in Marketing with the Extension Service of the University of Arkansas. Following graduation from the Kansas State Agricultural College, Mr. Wallace accepted the position of Assistant Agriculturist with the Kansas City Southern Railway. Later he was a county agricultural agent in Arkansas, during which time he helped to organize a cooperative marketing association in Sevier County to handle truck and fruit products. Mr. Wallace has his headquarters at 310 Donaghey Building, Little Rock, Ark.

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SOUTH DAKOTA FARMERS INTERESTED IN "KNOW YOUR OWN WHEAT" CAMPAIGN

The grain-grading schools which R. R. Saunders, Grain Supervisor in South Dakota, is conducting in connection with the "Know Your Own Wheat" campaigns in North Dakota, South Dakota and Minnesota, are arousing much interest among the farmers and dealers who attend. Many important questions regarding the factors to be considered in grain grading are asked of the instructors. The farmers and dealers state that the information obtained is of value and interest to them and express the opinion that the meetings will do a great deal of good in the communities.

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AGRICULTURAL ECONOMIST APPOINTED AT NEW JERSEY COLLEGE OF AGRICULTURE

Henry Keller, Jr., has been appointed Assistant Professor of Economics at the New Jersey State College of Agriculture, New Brunswick, N. J., effective July 1. Professor Keller, who is a graduate from the Pennsylvania State College, has been taking graduate work during the past year at the University of Wisconsin. He will give special courses in Agricultural Economics and Rural Sociology and will also engage in research work in this field.

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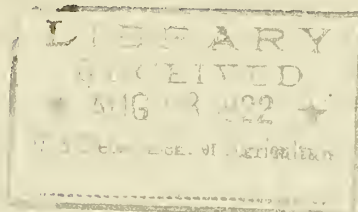
NEGRO EXTENSION WORKER STUDIES FEDERAL MARKETING METHODS

T. M. Campbell, the first Negro agent appointed in extension work in the United States, is spending a week in the Washington offices of the Federal Bureau of Agricultural Economics, studying different phases of marketing work as conducted by the Bureau. Mr. Campbell, who has his headquarters at Tuskegee, Ala., has charge of the extension work among Negroes in seven States.

MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

August 16, 1922.



VOL. II, No. 33.

CREAM STANDARDIZATION DEMONSTRATIONS TO BE CONDUCTED IN MISSOURI

A campaign to bring about the better standardization of cream is to be conducted in Missouri, according to plans tentatively adopted by the State Marketing Bureau, Jefferson City, Mo. In order to give consideration to a program for the cream standardization work, a meeting was held recently in Kansas City, Mo., attended by representatives of most of the creameries buying cream in Missouri, officials of the State Dairy Commission and of the State Marketing Bureau, and by Roy C. Potts, Specialist in Charge of the Dairy Division of the Federal Bureau of Agricultural Economics.

According to the plans tentatively outlined at this meeting, demonstrations in grading cream will be given throughout the State in connection with the egg standardization program now under way. Ten men, furnished by the State Marketing Bureau, will be given intensive training in cream grading preparatory for this work. Four instructors, one furnished by the State Dairy Commissioner's Office and three by the creameries, will give the course in grading cream according to grades to be adopted by the State. It is planned to have the cream graders spend one or two days in each town. In so far as practicable, the cream and egg standardization demonstrations will be given jointly. About thirty towns will be covered each week.

Representatives of the creameries have expressed themselves as being very hopeful and enthusiastic over the possibilities of better cream being offered for sale by the farmers as the result of this extension work in marketing.

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MORE MARKETING COURSES RECOMMENDED FOR PENNSYLVANIA STATE COLLEGE

The Committee on Agricultural Research of the Pennsylvania State College, State College, Pa., at a recent meeting recommended, among other things, that more extensive courses in marketing and farm management be established in the College. The recommendation was made with the view of better fitting students to handle every-day problems connected with the marketing of farm produce. The opinion was also expressed that the inauguration of more comprehensive studies along marketing lines would be of benefit to graduates who propose to take up work in farm management or extension.

OKLAHOMA COTTON-CLASSING SCHOOL GROWS IN POPULARITY

Geologists, telephone linemen, postmasters and barbers, as well as students, farmers, bankers, cotton buyers, ginnermen, salesmen and bookkeepers, attended the summer school in cotton grading at the Oklahoma Agricultural and Mechanical College, Stillwater, Okla., this summer. The survey of enrollment, made on the basis of occupations, showed that 25 per cent of those attending were students, 22.7 per cent were farmers, and 11.3 per cent were engaged in the cotton trade.

The attendance at the school was so much larger than was expected that it was necessary to add an extra instructor. This six-weeks course consisted of instruction in grading cotton; in approved methods of pulling staple; in knowing the kind of cotton the spinner demands and how to produce it; in the causes of off color, spots, tinges, and stains and how they affect the value of lint; and in avoiding damage in ginning. Lectures were given each morning preceding the laboratory work in classifying cotton.

George Butterworth, Specialist in Cotton Classing, Federal Bureau of Agricultural Economics, was in charge of the laboratory work.

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SOUTHEASTERN STATES TO HAVE A LIVE-STOCK MARKET REPORTING SERVICE

A representative of the Federal Bureau of Agricultural Economics is now in South Carolina and Georgia establishing a hog market reporting service in those States. Cooperative arrangements are being made with local buyers, packers and live-stock shipping associations to supply the State Agricultural Statisticians with information regarding the actual receipts and prices for hogs by classes. This information will be furnished to newspapers for publication.

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STATE GRADES AND AN INSPECTION SERVICE PROPOSED IN ALABAMA

Realizing the advantages of having State grades and a State inspection service for farm products, the Alabama State Division of Markets, Montgomery, Ala., is preparing to ask for legislative authority to establish a grading and inspection system similar to those operating in other States. Growers, shippers and buyers of Alabama produce will be materially benefited by the contemplated service.

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BOYS AND GIRLS IN NORTH CAROLINA TAUGHT EGG CANDLING AND GRADING

Egg candling and grading was one of the educational features of the boys' and girls' club encampment at White Lake, N. C., last month. One of the district farm agents of the Extension Service of the North Carolina State College of Agriculture, Raleigh, N. C., gave demonstrations in egg grading each of the four days of the camp.

CALIFORNIA DIVISION OF MARKETS AIDS COOPERATIVE MARKETING ORGANIZATIONS

The State Division of Markets, San Francisco, Calif., assisted the California Almond Growers' Exchange in its recent reorganization and membership campaign. The new five-year marketing contract for this organization embodies many changes from the old contract which expired with the marketing of the last crop. Approximately sixty per cent of the almond producers of the State have signed the new contract.

Assistance has also been given the vegetable growers of Ventura County in organizing an association for the handling of lettuce, tomatoes, beans and other vegetables on a three-year marketing contract.

The olive growers of the State have requested the State Division of markets to aid them in some of their marketing problems. In so far as practicable, standard methods of grading and packing the olives will be followed by the growers and one brand used in place of the many competitive packs and brands now in force.

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MISSOURI STATE MARKETING BUREAU DEMONSTRATES POTATO GRADES

A staff of six field men under the direction of R. M. Elkins, Deputy State Marketing Commissioner, Jefferson City, Mo., and L. G. Schultz, Federal Food Products Inspector, are demonstrating the United States potato grades to the growers in the western part of Missouri. Federal food products certificates are being issued on such carlots as meet the requirements of the Federal grades. The potato growers of this section, preparatory to the inauguration of the inspection service, bought a carload of potato-grading machinery.

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ADDITIONAL MARKET NEWS STATIONS TO BE OPENED BY FEDERAL BUREAU

Temporary field stations for the issuing of market reports will be opened by the Federal Bureau of Agricultural Economics at the following points on the dates indicated: Spokane, Wash., apples, September 1; Rochester, N. Y., peaches, apples and potatoes, September 11, 15 and 25, respectively; Monte Vista, Colo., potatoes, September 18; and Waupaca, Wis., potatoes, September 18.

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FUNDAMENTALS FOR A SUCCESSFUL COOPERATIVE CREAMERY DISCUSSED

At the Farmers' Short Course held by the New Mexico College of Agriculture at Las Vegas, N. M., the latter part of July, C. A. McNabb, Agent in Marketing, State College, N. M., spoke on the subject, "The Successful Cooperative Creamery."

COOPERATIVE MARKETING OF DAIRY PRODUCTS INCREASING IN VERMONT

The August issue of the Vermont Creamery and Market News Letter, State Bureau of Markets, Montpelier, Vt., contains suggestions for the marketing of butter by parcel post, also an article discussing the cooperative creamery movement in the State. Sixty of the 225 dairy plants in Vermont are farmer-owned cooperative enterprises. "Thirty-two of these cooperatives started operations since 1915, when the cooperative creamery law was amended. These creameries have been more or less successful..... And it is apparent throughout the State that there will be an increasing growth of this type of creamery. The most active development of the cooperative creameries began in 1917. And in 1921 the volume of business done by all the plants on the cooperative plan amounted to about one-quarter of the total volume of dairy business in the State."

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MARKET REPORTS BEING BROADCAST FROM PHILADELPHIA

The Pennsylvania Bureau of Markets, Harrisburg, Pa., the New Jersey Bureau of Markets, Trenton, N. J., and the Federal Bureau of Agricultural Economics are cooperating in the collection of market news for distribution by radiophone from Philadelphia. The reports cover early sales on the Philadelphia, New York and Newark markets on fruits and vegetables, carlot shipments of fruits and vegetables, daily live-stock report, Chicago hog market, Philadelphia meat market, white potato shipments, and butter and egg prices. The broadcasting is done by private enterprises.

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FLORIDA MARKETING COMMISSIONER VISITS FEDERAL BUREAU

L. M. Rhodes, Commissioner, State Marketing Bureau, Jacksonville, Fla., has been in Washington for a few days conferring with specialists of the Federal Bureau of Agricultural Economics regarding marketing problems in Florida. He is collecting data relative to the possibility of inaugurating shipping point inspection for the fruits and vegetables shipped out of Florida, and is studying the possibility of developing a comprehensive market news service for the State.

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ADDITIONAL EXTENSION WORKER IN MARKETING APPOINTED IN MINNESOTA

A part-time assistant in extension work in marketing has been appointed by the Extension Service of the University of Minnesota, St. Paul, Minn. B. A. Holt, a graduate of the College of Agriculture of the University of Minnesota, will assume his new work October 1. Mr. Holt, who has also taken graduate work in agricultural economics, has been an instructor in that subject at the University of Minnesota during the past year.

COOPERATIVE LIVE-STOCK MARKETING PROGRESSES IN VIRGINIA

Since the first of March, K. A. Keithly, Agent in Live-Stock Marketing, State Division of Markets, Richmond, Va., has addressed 71 meetings regarding the cooperative marketing of live stock and wool. These meetings, attended by approximately one thousand farmers, have resulted in the formation of six cooperative live-stock marketing associations. The wool-grading demonstrations, held at eight different points in the State, were witnessed by 163 wool growers. Mr. Keithly reports that the various live-stock cooperative marketing associations formed in the State are functioning very well. One manager states that 23 carloads of lambs have been shipped by his association. Another reports that all the lambs in his county, with the exception of 300, were marketed cooperatively.

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CIRCULAR DISCUSSES MARKETING BY HOUSEWIVES

Marketing suggestions for housewives have been prepared by Mrs. H. P. Pier of the Extension Service of the Nebraska College of Agriculture, Lincoln, Nebr., in the form of Extension Circular No. 1110. This mimeographed circular sets forth some of the factors necessary for skillful and economical buying. Advantages and disadvantages of buying by the installment plan, of buying in large or small amounts, of marketing by telephone or in person, and of running charge accounts or paying cash, are some of the topics discussed by Mrs. Pier.

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MARKETING DAIRY PRODUCTS CONSIDERED IN ARTICLE IN ALABAMA PAPER

Factors to be considered in determining what method to use in marketing dairy products are set forth in an article appearing in the July issue of the Alabama Markets Journal, Montgomery, Ala. Some of the factors mentioned as influencing the marketing of dairy products are, "the distance to market, the kind of roads over which hauling must be done, the kind of market available, the labor that can be secured, and the man himself. What would be best for one man might be unwise or perhaps absolutely impossible under different circumstances."

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A LEAFLET FOR DELAWARE CANTALOUPE GROWERS

A leaflet entitled, "When and How to Pick and Pack Cantaloupes" has been issued by W. T. Derickson, Chief, State Division of Markets, Dover, Del. This leaflet which is being circulated among Delaware growers is largely based on a bulletin published by the United States Department of Agriculture.

EXPULSION OF MEMBERS

The by-laws of cooperative associations frequently provide for the expulsion of members. Such by-laws must be reasonable or they will be held invalid. If an attempt to expel a member in pursuance of such by-laws is contemplated, careful consideration should be given to the matter to determine whether or not the facts legally justify the action.

In the case of Spayd v. Ringing Rock Lodge No. 665 (270 Pa. 67) it appeared that the defendant had a rule which provided, among other things, that "any member of the brotherhood using his influence to defeat any action taken by the national legislative representative or any action regularly taken by the legislative representatives in meeting assembled, or of legislative boards under their proper authorities, shall, upon conviction thereof, be expelled." Spayd was expelled from the lodge because he signed a petition asking the Legislature of the State of Pennsylvania to reconsider a statute known as the "Full Crew Law." He then brought suit asking that he be reinstated in the organization. In due time the case was carried to the Supreme Court of Pennsylvania, and that court held that Spayd was entitled to reinstatement. In its opinion, the court pointed out that the constitution of the State guarantees to all of its citizens the right to petition those invested with the powers of government. This constitutional right, the court stated, was one which could not be abridged, delegated, or interfered with in any way, either through the medium of a statute or the rules or by-laws of an organization. Some slight mention was also made of the property rights of Spayd in the organization, but the basis for the conclusion reached in the opinion rests upon the proposition that inasmuch as Spayd viewed the Full Crew Statute as a grievance, "the course of conduct pursued by him was not only within his legal rights, but accorded with his solemn duty as a citizen, for the exercise of which he can under no circumstances be penalized."

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A MARKETING TALK AT NEW JERSEY FIELD MEETING

Asher Hobson, Professor of Marketing, Columbia University, New York City, was one of the speakers at the 1922 field meeting at the New Jersey College of Agriculture, New Brunswick, N. J. Professor Hobson spoke regarding business conditions, dealing with the subject from the standpoint of the farmer. Among other things, he said: "If the war has brought about unfair prices it has also started a great wave of organization and cooperation."

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PERIODICAL REPORTS OF FEDERAL BUREAU OF AGRICULTURAL ECONOMICS

A revised list of the periodical reports issued by the Federal Bureau of Agricultural Economics has been prepared in mimeographed form and copies are available for distribution.

COLORADO GRADES FOR FRUITS AND VEGETABLES AVAILABLE IN BOOKLET FORM

The standard grades for fruits and vegetables in Colorado effective July 1 have been published in booklet form by the State Division of Marketing, Fort Collins, Colo. The grades are the same as the Federal grades for white potatoes, cabbage, northern-grown onions, head lettuce, cauliflower, rough celery, washed celery, tomatoes, cucumbers, and peaches. State grades have been adopted for beans, peas, bunched vegetables, sacked vegetables, apples, and pears. Rules and regulations for the shipping-point inspection service are also included in the publication.

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EXTENSION WORKERS AID IN ORGANIZING CURB MARKETS

Curb markets have been organized in two towns in North Carolina as a result of the efforts of the Extension Service of the State College of Agriculture and Mechanic Arts, Raleigh, N. C. In one case the home-demonstration agent and the county farm-demonstration agent promoted the market, while in the other instance the proposition was developed by the county agricultural agent with the cooperation of the local chamber of commerce.

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FEDERAL FARM LOAN SYSTEM DISCUSSED IN BULLETIN

"The Federal Farm Loan System" is the subject of Circular No. 259, issued recently by the Experiment Station of the University of Illinois, Urbana, Ill. Dr. Ivan Wright, in charge of agricultural economics in the College of Commerce and Business Administration, is author of the publication.

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WATERMELON LOADING RULES GIVEN IN ALABAMA MARKETS JOURNAL

Rules for loading watermelons for shipment are given in the July number of the Alabama Markets Journal, Montgomery, Ala. The rules are those prepared by the Melon Distributors' Association and adopted by the Southwest Georgia Watermelon Association.

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GROWERS' ASSOCIATION TO LEARN ABOUT MEMPHIS MUNICIPAL MARKETS

J. H. Tull, Superintendent of Markets, Memphis, Tenn., will speak at the annual meeting of the Vegetable Growers' Association of America, to be held at Indianapolis, Ind., August 22-25, regarding the Memphis municipal markets.

TENNESSEE FARMERS REACHED THROUGH MEETINGS AND DEMONSTRATIONS

During the past fiscal year, A. L. Jerdan, Marketing Specialist, Tennessee Agricultural College, Knoxville, Tenn., talked on different phases of the marketing subject at 59 meetings, with a total attendance of approximately 2,500. In connection with the wool marketing work in the State he gave 10 demonstrations in approved practices of shearing sheep before 345 farmers; 14 demonstrations in grading wool with a total attendance of 350; and 6 demonstrations in preparing wool for market, 2,290 farmers attending. Mr. Jerdan also gave two demonstrations in lamb grading for the benefit of 270 farmers.

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FORMER FEDERAL MAN ACCEPTS POSITION WITH OHIO FARM BUREAU

B. B. Mason, formerly with the Cost of Marketing Division of the Federal Bureau of Agricultural Economics, and later Assistant in Rural Organization with the Pennsylvania State College, has accepted the position of director of the auditing work of the Ohio Farm Bureau Federation with headquarters in Columbus, Ohio. Mr. Mason's work will apply particularly to assisting cooperative organizations with their accounting practices.

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NORTH CAROLINA MARKETING CHIEF TO ASSUME NEW WORK TEMPORARILY

B. F. Brown, Chief of the North Carolina Division of Markets and Rural Organization, Raleigh, N. C., has been granted a six-months leave of absence in order to assist with the warehouse work of the Cooperative Cotton Growers' Association. Cornell Shumaker, Agent in Marketing, will be Acting Chief of the Division during Mr. Brown's absence.

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DEATH CLAIMS ILLINOIS EXTENSION WORKER

W. F. Handschin, Vice Director of the Extension Service, and Head of the Department of Farm Organization and Management, University of Illinois, Urbana, Ill., died August 1. During the last few years, Professor Handschin gave considerable attention to the problem of extension work in marketing.

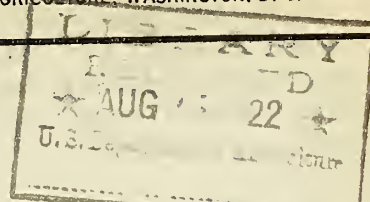
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CHIEF OF OREGON GRAIN INSPECTION DEPARTMENT RESIGNS

J. W. Church, Chief of the Oregon State Grain Inspection Department, Portland, Ore., resigned effective August 1. Mr. Church's successor has not yet been appointed.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



August 23, 1922.

COOPERATIVE SHIPPING-POINT INSPECTION IN SEVENTEEN STATES

Arrangements for the inspection of various fruits and vegetables at shipping point by State and Federal agencies on a cooperative basis have been worked out in the case of 17 States. The States and the products for which inspection is being provided are:

California, fruits, vegetables, dairy products; Colorado, potatoes, fruits, vegetables; Idaho, apples, prunes, potatoes; Maine, potatoes; Massachusetts, onions; Missouri, potatoes; Montana, apples, potatoes; New York, potatoes; New Jersey, peaches, potatoes; North Dakota, potatoes; Ohio, peaches; Pennsylvania, apples, grapes, potatoes; South Dakota, potatoes; Utah, apples, peaches, potatoes; Virginia, apples, peaches; Washington, apples, peaches, pears, prunes, potatoes, onions; Wisconsin, potatoes, cabbage.

The arrangements in each case provide for the issuing of joint certificates under State and Federal statutes. In the case of controversy in the courts these certificates have preferred standing.

In several of the States where inspection is furnished for only a single crop, a limited number of inspectors are employed; however, in those States inspecting several different products, many inspectors are required to issue the certificates for the thousands of carloads entering the channels of trade.

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OFFICE FOR JOINT RESEARCH WORK OPENED IN BOSTON

Eldon C. Shoup, recently appointed Junior Assistant Agricultural Economist in the Federal Bureau of Agricultural Economics, has been designated as Executive Secretary of the New England Research Council on Marketing and Food Supply, with headquarters in Boston. The Council has been created by State and Federal agencies to coordinate the research market studies being conducted in New England by the State divisions of markets, the agricultural colleges and the Federal Bureau of Agricultural Economics. An office is being equipped with typewriters, adding and calculating machines and other equipment essential to research work. This office and the equipment will be made available to investigators from the State divisions, the colleges and the Federal Bureau. At the same time the Council will tender its services in the matter of coordinating the various studies and in aiding to prevent overlapping.

TENTATIVE GRADES FORMULATED FOR TIMOTHY, CLOVER AND GRASS HAY

Tentative grades have been formulated by the United States Department of Agriculture for timothy hay, clover hay, timothy and clover mixed hay, mixed-grass hay and timothy and grass mixed hay. The tentative grades are based on investigations and studies made in the important producing and consuming centers and in the Department's hay standardization laboratory at Alexandria, Va.

The proposed grades for the several hays are as follows:

Timothy Hay: U. S. Choice Timothy, U. S. No. 1 Timothy, U. S. No. 2 Timothy, U. S. No. 3 Timothy, U. S. No. 4 Timothy, U. S. Sample Grade Timothy.

Clover Hay: U. S. No. 1 Clover, U. S. No. 2 Clover, U. S. No. 3 Clover, U. S. Sample Grade Clover.

Timothy and Clover Mixed Hay: U. S. Choice Light (or Medium) Clover Mixed, U. S. No. 1 Light (or Medium) Clover Mixed, U. S. No. 2 Light (or Medium) Clover Mixed, U. S. No. 3 Light (or Medium) Clover Mixed, U. S. No. 4 Light (or Medium) Clover Mixed; U. S. No. 1 Heavy (or very Heavy) Clover Mixed, U. S. No. 2 Heavy (or very Heavy) Clover Mixed, U. S. No. 3 Heavy (or very Heavy) Clover Mixed, U. S. Sample Grade Light (or Medium, Heavy or very Heavy) Clover Mixed.

Mixed Grass Hay: U. S. No. 1 Mixed Grass, U. S. No. 2 Mixed Grass, U. S. No. 3 Mixed Grass, U. S. Sample Grade Mixed Grass.

Timothy and Grass Mixed Hay: U. S. Choice Light (or Medium) Grass Mixed, U. S. No. 1 Light (Medium, Heavy or very Heavy) Grass Mixed, U. S. No. 2 Light (Medium, Heavy or very Heavy) Grass Mixed, U. S. No. 3 Light (Medium, Heavy or very Heavy) Grass Mixed, U. S. No. 4 Light (Medium, Heavy or very Heavy) Grass Mixed, U. S. Sample Grade Light (Medium, Heavy or very Heavy) Grass Mixed.

Tentative specifications have been drawn for each grade. This will be made the subject of discussion at conferences to be held in the near future at New York, Chicago and Washington. The purpose of the adoption of grade specifications is to furnish standards for use in certifying the quality and condition of hay entering the channels of trade.

Copies of the tentative grade specifications are being supplied to those in a position to make constructive suggestions.

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A NEW KIND OF CONTAINER FOR MARKETING TEXAS GRAIN

"Market your grain in a calf skin" is the slogan of an extension program being conducted in the Panhandle Section of Texas. Under county agent supervision, baby-beef clubs are being formed for the purpose of feeding grain instead of sending it to market in box cars as has been customary. The demonstration conducted last year in Dickens County so impressed the live-stock men that the local bankers and stockmen are cooperating this year in promoting the new marketing program. The calves are fed so as to produce animals that will meet the needs of the Fort Worth market to which they are eventually sent.

A GRAIN GRADING DEMONSTRATION IN COLORADO

A grain grading demonstration was given at the summer conference of extension workers at Fort Lewis, Colo., during the week of July 24-29 by W. F. Heppe, Extension Agent in Marketing, Fort Collins, Colo. The purpose of the demonstration was to orient county agents that they might have a general understanding of the methods employed in grading grain and might appreciate the accuracy with which grades are determined. Information was given which might be of value to agents in assisting farmers in improving the quality of their grain crops.

Mr. Heppe, in preparation for this demonstration, spent several days in the Denver office of the Federal Grain Supervision familiarizing himself with the apparatus used in grain grading, and in preparing samples of wheat, corn and oats which would show the various factors of importance in determining the grade of any lot of grain. Several trips were made to the railroad yards in order to note the exact procedure followed in drawing samples.

As there have been several requests from farmers and elevator managers for information regarding grain grading it is quite probable that the demonstrations will be conducted in other sections of the State.

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A MARKET NEWS SERVICE ON DAIRY FEEDS BEING ESTABLISHED IN NEW JERSEY

The New Jersey State Bureau of Markets, Trenton, N. J., is working out the details for the establishment of a market news service on grain and hay as dairy feeds. It is proposed to furnish the dairymen of the State, through the county agents, basic carload prices at which feedstuffs may be purchased in the larger nearby distributing centers such as Philadelphia and New York, and also to supply information as to the probable delivered prices at one or more of the important railway receiving points in the various dairy counties. It is believed that the dissemination of such information will greatly strengthen the position of the dairymen as purchasers of feed, particularly if buying orders are pooled.

Assistance is being given the State Bureau by G. C. Wheeler, Investigator in Marketing Feed, of the Federal Bureau of Agricultural Economics.

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MOTOR CARS AND AGRICULTURAL DEVELOPMENT

"Uses of the Modern Highway in Marketing" is the title of an article by W. A. Arsdorf in the issue for August 5 of the Market News and Exchange Bulletin, published by the State Division of Markets and Marketing, Columbus, Ohio. The statistics given indicate that the percentage of gain in productivity by farmers, through motor car use, is very high. The percentage of farm products transported by motor car is given for some of the more important products as follows: milk, 24.5; hay, 13; corn, 11; wheat, 10; oats, 7.5; cattle, 3.5; and hogs, 3.

CONFERENCE AT BUFFALO RELATIVE TO POTATO FORECASTS

A conference of those interested in potato estimates for the northern producing sections was held at Buffalo, N. Y., August 14. The conference was attended by the agricultural statisticians located in the potato producing states, by crop statisticians and economists from the United States Department of Agriculture, and by representatives from State divisions of markets. Among the latter were H. D. Phillips, Director, State Bureau of Markets and Storage, Albany, N. Y., Porter R. Taylor, Acting Director, State Bureau of Markets, Harrisburg, Pa., and B. B. Jones, In Charge, Inspection, Standardization and Market News, Department of Markets, Madison, Wis. It was proposed that brief explanatory notes accompany future releases of potato forecasts that the figures given may be more easily interpreted by growers and dealers.

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THE PROFITABLENESS OF MARKETING CORN THROUGH HOGS

"Corn and Hog Price Ratios" is the title of a short article by J. I. Falconer in the July issue of the Extension Service News, Ohio State University, Columbus, Ohio. The average ratio of the price of a bushel of corn to the price of one hundred pounds of hog in Ohio for the ten years, 1910-1919, is given as 11.24. A graph accompanying the article shows that the ratio since August, 1920, has been considerably above the ten-year average. In February, 1922, it was 17.3.

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PLANS FOR EXTENSION WORK IN MARKETING AT UNIVERSITY OF MINNESOTA

Plans are being made by the Extension Division, Department of Agriculture, University of Minnesota, St. Paul, Minn., for conducting a series of short courses in accounting for creamery managers, secretaries and bookkeepers, during the winter months. These courses will cover periods of two weeks. As a result of the courses it is expected that it will be possible to establish scientific accounting systems among the farmers' creameries in Minnesota.

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WISCONSIN STANDARDIZATION MAN VISITS WASHINGTON

B. B. Jones, In Charge, Inspection, Standardization and Market News, State Department of Markets, Madison, Wis., was in Washington recently in conference with the fruit and vegetable specialists in the Federal Bureau of Agricultural Economics. Under the leadership of Mr. Jones great progress has been made in Wisconsin in the matter of the adoption of standards for use in marketing farm products.

MARKET INFORMATION FOR CONSUMERS BEING DISSEMINATED

The financial welfare of the consumer is being given attention by the State Bureau of Markets, Trenton, N. J., in the preparation and distribution of its City Market Letter which is issued in cooperation with the Federation of Women's Clubs and the League of Women Voters. A special feature is made of pointing out advantageous times for purchasing various commodities. In the issue of the letter for August 16 the attention of consumers is called to the low prices at which lima beans are selling. The editor states that with an excellent crop of this popular vegetable being harvested, consumers should have the benefit of the low prices at which they are selling. The prices prevailing in the larger markets are then given.

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SELLING PRICES OF OHIO FARM PRODUCTS GIVEN PUBLICITY

The Market News and Exchange Bulletin for August 5 published by the State Division of Markets and Marketing, Columbus, Ohio, contains detailed figures regarding the prices paid and received by Ohio farmers on June 15 and July 15. Figures are also given for the selling prices a year ago for the more important products. In the case of 17 of the items listed there had been a drop in price between June 15 and July 15; in the case of 11 items, an increase; and in the case of two items the figures indicated no change in price during the month.

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INFORMATION REGARDING COOPERATIVE MARKETING IN ARKANSAS

The August issue of the Arkansas Farm and Marketing Bulletin, State Bureau of Mines, Manufactures and Agriculture, Little Rock, Ark., contains short items regarding the cooperative shipping of hogs and cattle, the formation of a cooperative creamery association, the formation of a selling organization for dairy products, and the plans being worked out for the federating of 18 cooperative associations for collective buying.

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A STUDY BEING MADE OF MILK-MARKETING METHODS

Dr. L. J. Norton, with the title of Research Agent in Marketing, has been made a joint representative of the New York State College of Agriculture and the Federal Bureau of Agricultural Economics, with headquarters at Ithaca, N. Y. He is preparing to make an intensive study of milk-marketing methods in New York State. Dr. Norton is a graduate of Cornell University with the degrees of B.S. and Ph.D., the latter having been received in 1921. He was an instructor in the Department of Farm Management, Cornell University, from 1917 to 1922.

COLORADO AGENT IN MARKETING ARRANGES IMPORTANT CONFERENCE

Under the leadership of W. F. Heppe, Extension Agent in Marketing, Fort Collins, Colo., potato growers from the Grand Valley, Roaring Fork Valley and San Luis Valley sections of Colorado were brought into conference recently at Center. The purpose of the meeting was to discuss the possibility of cooperation between the associations representing the three valleys in the distribution of their potato shipments, and to give the representatives of the newly formed western slope associations an opportunity to learn at first hand of the marketing methods employed by the potato associations of the San Luis Valley. The success of the conference was more than sufficient to justify the many hundreds of miles of travel by auto by the several groups of conferees.

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NINE LECTURES ON STATISTICS FOR ALABAMA STUDENTS

Nine lectures on statistical methods are to be given this fall at the College of Agriculture, Auburn, Ala., by W. W. Gist, Federal Agricultural Statistician stationed at Montgomery, Ala. For several years Mr. Gist has been interesting students in Alabama in the science and art of statistics, particularly crop reporting and forecasting.

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AUSTRALIAN STUDENTS STUDY FEDERAL GRAIN-GRADING METHODS

Two Australian students at the University of California are making a study of the bulk handling of grain and in this connection recently visited the Federal Grain Supervision office at Minneapolis, Minn. The methods of sampling, analyzing and of issuing inspection certificates were explained to them in detail.

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M. C. GAY WRITES ABOUT MARKETING HOGS

"Marketing Hogs in Hot Weather" is the title of a short article by M. C. Gay, State Agent in Marketing, in the August issue of the Georgia Extension Special published by the Division of Extension of the Georgia State College of Agriculture, Athens, Ga.

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TWO NEW BOOKS DEALING WITH MARKETING PROBLEMS

Two new books dealing with marketing problems, soon to issue from the press, are "Chain Stores: Their Management and Operation," by Walter S. Haywood and Percival White, and "Foreign Commercial Credits," by Professor George H. Edwards of Columbia University.

MARKETING PROBLEMS RECEIVING ATTENTION IN NORTH CAROLINA

The subject of marketing was well to the front at the recent three-day farmers' convention at the State College of Agriculture, Raleigh, N. C. Among the speakers were the General Manager of the North Carolina Cotton Growers' Cooperative Association, the President of the Buncombe County Farmers' Federation, the State Horticulturist, the President of the Tri-State Tobacco Growers' Association and the Director of the Extension Service and Experiment Station.

Dr. B. W. Kilgore, the Director of the Extension Service and the Experiment Station, said that cooperative marketing demands the consideration of every one who has the welfare of the State at heart, as its success is necessary to make sure the future progress of the people.

Among the reports made at the convention was one covering the establishment of a curb market in Cumberland County. The report was in part as follows:

We consider our biggest undertaking of the year the establishment of a curb market the first of June. From the beginning this has steadily grown - as many as 45 wagons, Fords, buggies, etc., have been counted on the market at one time. Fresh vegetables and fruits, poultry - live and dressed - eggs, butter and buttermilk are sold.

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RESEARCH WORK IN MARKETING AT THE UNIVERSITY OF MINNESOTA

Paul L. Miller, Research Agent in Marketing, University of Minnesota, St. Paul, Minn., has been working upon three research studies during the past year. These have been (1) business practice of country creameries, (2) cooperative elevator accounting, and (3) cost of marketing live stock. The purpose of the study of business practice of country creameries has been "to give a general account of the country creamery business with sufficient analysis and explanation to present not only the methods and practices followed, but also to describe any satisfactory methods of organization and operation." An attempt has been made to describe and analyze the different topics carefully and "to indicate in a more or less general way the practices with reference to them."

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VIRGINIA MARKET DIRECTOR ON COMMITTEE TO STABILIZE LAMB MARKET

J. H. Meek, Director, State Division of Markets, Richmond, Va., was in New York City, August 17, attending the meeting of the committee recently appointed to study the problems connected with the lamb markets in and about New York City and to formulate and recommend plans for the stabilization of the Jersey City live-stock market so far as the sale of lambs is concerned.

EGG MARKETING PROBLEMS BEING GIVEN ATTENTION IN CONNECTICUT

The results of a survey regarding the production and marketing of Connecticut eggs are set forth in an article by Paul Mehl in the August issue of the Extension Service News, Connecticut Agricultural College, Storrs, Conn. The article is illustrated by two charts dealing with different phases of the price problem.

The same issue of the Extension Service News contains the resolutions reported by the marketing committee to the Connecticut Poultry Association at its recent meeting at Storrs. The fifth and seventh resolutions were in part as follows: (5) "That as the market survey shows that many farmers are not keeping in touch with market prices, and are retailing at less than the wholesale price....greater effort be put forth by producers to acquire market information." (7) "Wherever feasible we recommend that local marketing associations be developed. This is not the ultimate solution of the marketing problem, but it helps in that it gives small producers the same marketing advantages that the commercial poultrymen enjoy."

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A NEW BOOK DEALING WITH THE PROBLEMS OF FINANCING MARKETING

"Bank Credit and Agriculture" is the title of a book by Dr. Ivan Wright, Professor of Marketing, University of Illinois, Urbana, Ill., which has just come from the press. The volume is largely devoted to the commercial phases of bank credit with relation to agriculture, particularly the problems of financing marketing. Dr. Wright has been doing some work this summer with the Research Department of the Federal Reserve Bank of Chicago.

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WEST VIRGINIA MARKET CHIEF VISITS WASHINGTON

W. H. Somers, Chief, Bureau of Markets, Charleston, W. Va., recently visited the Washington office of the Federal Bureau of Agricultural Economics and discussed the various problems involved in the marketing of West Virginia orchard products. Mr. Somers has been cooperating very closely in fruit marketing matters with the Pennsylvania, Virginia and Federal bureaus.

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GEORGIA STATE BUREAU OF MARKETS READY TO MARKET HAY

The State Bureau of Markets, Atlanta, Ga., in the issue of the Market Bulletin for August 17 offers to find a market for every carload of merchantable hay offered for sale by Georgia producers. The State Bureau also offers to furnish everyone interested with a copy of Farmers' Bulletin No. 1265, entitled, "Business Methods of Marketing Hay."

SALE OF CORPORATE ASSETS

When may the majority of the stockholders of a corporation authorize the directors to dispose of its property over the protest of a minority of the stockholders? In the case of *Ceddes v. Anaconda Mining Company*, 254 U. S. 590, the Supreme Court of the United States said with reference to this proposition:

"It is, of course, a general rule of law, that, in the absence of special authority so to do, the owners of a majority of the stock of a corporation have not the power to authorize the directors to sell all of the property of the company and thereby abandon the enterprise for which it was organized. But to this rule there is an exception, as well established as the rule itself, viz: that when, from any cause, the business of a corporation, not charged with duties to the public, has proved so unprofitable that there is no reasonable prospect of conducting the business in the future without loss, or when the corporation has not, and cannot obtain, the money necessary to pay its debts and to continue the business for which it was organized, even though it may not be insolvent in the commercial sense, the owners of a majority of the capital stock, in their judgment and discretion exercised in good faith, may authorize the sale of all of the property of the company, for an adequate consideration, and distribute among the stockholders what remains of the proceeds after the payment of its debts, even over the objection of the owners of the minority of such stock.

"The rule that owners of a majority of the stock may not authorize the sale of all of the property of a going and not unprofitable company, rests upon the principle that exercise of such power would defeat the implied contract among the stockholders to pursue the purpose for which it was chartered. But this principle fails of application when a business, unsuccessful from whatever cause, is suspended without prospect of revival, and the law recognizes that under such conditions the majority stockholders have rights as well as the minority and that it should not require the former to remain powerless until the creeping paralysis of inactivity shall have destroyed the investment of both."

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VIRGINIA MARKET MAN VISITS WASHINGTON AND BALTIMORE

K. A. Keithly, Agent in Marketing, State Division of Markets, Richmond, Va., was in Baltimore, August 17, attending the hearing in connection with charges made by the commission firms operating on the Baltimore live-stock market. He stopped at the Federal Bureau of Agricultural Economics in Washington en route to Baltimore and conferred with specialists in the Live Stock Division relative to various problems that have developed in the co-operative marketing of Virginia live stock.

A BIBLIOGRAPHY ON PRESERVATION OF FRUITS AND VEGETABLES

"A Bibliography on the Preservation of Fruits and Vegetables in Transit and Storage with Annotations" has been issued by the Library of the United States Department of Agriculture. The material is classified under sixteen headings, among which are the following:

Cold Storage, Common Storage, Dehydration, Handling, Packing, Packages and Grades, Precooling, Prevention of Freezing in Transit, Refrigerator Cars, Standardization, and Transportation. A limited number of copies are available for distribution among those studying marketing problems.

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STATE AND FEDERAL MARKET-NEWS SERVICE FOR TEXAS

The leased wire market-news service of the Federal Bureau of Agricultural Economics is being extended from Kansas City to Fort Worth and Austin, Texas. An office will be opened in Austin in cooperation with the State Division of Markets. In this office market reports covering fruits and vegetables, live stock and meats, and other products will be prepared by the Texas Market News Service for distribution, by telegraph, radio telephone and otherwise. The news service will begin September 1.

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EXTENSION WORKERS IN OHIO TO HOLD ANNUAL CONFERENCE IN OCTOBER

The annual conference of extension workers in Ohio will be held at Ohio State University, Columbus, Ohio, October 18-20. The extension staff consists of about 100 agents, 25 specialists, and 50 institute speakers. Dr. H. C. Taylor, Chief of the Federal Bureau of Agricultural Economics, is planning to address the conference on some phase of the economics of marketing.

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UNIVERSITY OF MISSOURI TEACHER STUDYING MINNESOTA GRAIN PROBLEMS

O. W. Letson who is giving a course in grain grading at the Missouri Agricultural College, Columbia, Mo., recently spent some time at the Minneapolis office of the Federal Grain Supervision informing himself regarding the grain marketing problems of the Minnesota section.

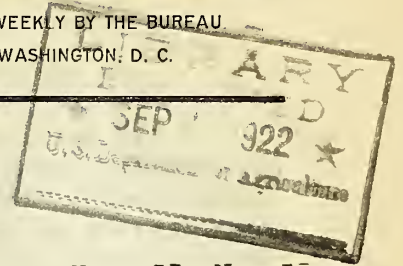
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A BILL PROVIDING FOR ADDITIONAL FEDERAL LEASED-WIRE MARKET-NEWS SERVICE

A bill has been introduced into the United States Senate providing for an appropriation of \$500,000 for the extension of the Federal leased wire for market-news service to Denver, Salt Lake City, San Francisco, and other cities on the Pacific Coast.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



August 30, 1922.

Vol. II, No. 35.

PENNSYLVANIA STATE BUREAU CALLING MILLERS INTO CONFERENCE

The Pennsylvania Bureau of Markets, Harrisburg, Pa., has invited 175⁴ millers from different parts of the State to attend a conference in Harrisburg September 7 and 8 for the purpose of launching a State-wide movement for buying wheat according to grade. The tentative program for the conference includes three propositions in addition to that of purchasing wheat by grade. These are a central laboratory for the millers for investigational work, an advertising campaign for wheat products, and a drive for larger flour sales.

It is suggested in connection with the purchase by grade program that each flour mill (a) be provided with a grading equipment, (b) that the State Bureau of Markets teach one man at each mill how to grade wheat, (c) that these local graders be licensed, and (d) that the State Department of Agriculture handle disputes arising between farmers and grain purchasers.

The suggested central laboratory would be for the purpose of conducting baking tests and for determining for various lots of wheat the percentage of gluten, strength of gluten, water absorption, etc., and for the further purpose of trying to bring about a degree of uniformity of product coming from mills accepting 1000-ton orders for export.

The proposed advertising campaign would be conducted with the aid of various local organizations, newspapers, etc.

It is proposed that a rather elaborate program be worked out for increasing the demand for flour made from Pennsylvania wheat. This program, it is believed, should include personal solicitation of bakers and house to house sampling.

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CALIFORNIA MARKET MEN IN WASHINGTON

G. H. Hecke, Director, California Department of Agriculture, Sacramento, Cal., and F. W. Read, Chief, Bureau of Standardization in the State Department, have been conferring with specialists in the Federal Bureau of Agricultural Economics regarding California marketing problems, particularly the problems connected with getting cars and transportation service for the California fruits now being harvested.

A SUCCESSFUL WOOL-GRADING SCHOOL IN WEST VIRGINIA

All told, about fifty West Virginia wool producers attended the wool-grading school at Clarksburg, West Virginia, during the week of August 14-19. This school was conducted under the auspices of the Extension Service of the State Agricultural College. Instruction was given daily in wool grading and the preparation of wool for market by George T. Willingmyre, Wool Specialist of the Federal Bureau of Agricultural Economics. The demonstrations were at a warehouse where about 55,000 pounds of wool had been assembled and was graded. The daily attendance varied from ten to fifteen. The wool growers were urged to handle the fleeces and to learn why, from the manufacturers standpoint, some fleeces are much more valuable than others.

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DEVELOPING TEAM-WORK BETWEEN PRODUCERS AND DEALERS

An effort is being made by the State Marketing Bureau, Jefferson City, Missouri, in the egg standardization campaign that it is now conducting, to develop team-work between the producers and the dealers. Both producers and dealers are being urged to attend the meetings which the seven standardization specialists now in the field are holding. It is hoped, as a result of the campaign, that in the future a large portion of Missouri eggs will be sold by the producers according to grade, and will move through channels of trade as a standard product.

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MASSACHUSETTS MARKET DIRECTOR PLANS NEW STUDIES

Among the problems which W. A. Munson, Director, State Division of Markets, Boston, Mass., hopes to tackle during the coming year is that of determining the cost of distributing local greenhouse lettuce as compared with the cost of distributing lettuce from Florida and California. He also hopes to make a study of the cost of distributing locally grown cucumbers and cucumbers received from the states to the south and west.

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OHIO DIVISION OF MARKETS ESTABLISHES FIFTH RADIO BROADCASTING STATION

A fifth station for the broadcasting of market reports by radio-telephone is being established by the State Division of Markets and Marketing, Columbus, Ohio. These stations are in the different sections of the State each having a sending radius of from 25 to 50 miles. The market news is that which the Federal Bureau of Agricultural Economics is releasing daily by radio-telegraph from the Arlington station.

A WEEKLY MARKET NEWS SERVICE FOR FIVE SOUTHERN STATES

Arrangements are being made for a live-stock market reporting service in North Carolina, South Carolina, Georgia, Florida and Alabama. L. B. Burk and M. E. Andrews of the Federal Bureau of Agricultural Economics are now in the Southern states studying marketing practices, costs of marketing live stock and prices by classes and grades of live stock. The cooperation of hog buyers, packers and the officers of live-stock shipping associations is being enlisted for the reporting program. It is proposed to issue a weekly report of sales and prices by classes. This will be furnished to the Associated Press, to other news distributing agencies and to local papers. It is expected in this way to supply to farmers with hogs for sale information which will be highly valuable for bargaining purposes.

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EXAMINATION ANNOUNCED FOR ASSISTANT IN COTTON CLASSING

Announcement is made of a United States Civil Service examination for Assistant in Cotton Classing, \$1800-\$2700, to fill a vacancy in The Federal Bureau of Agricultural Economics. Applicants must have had at least two years' experience in cotton classing, and if less than four years' experience, then certain high school credits. A thesis ranging from 1500 to 3000 words, dealing with some specific problem or phase of the cotton industry other than cotton growing, must be submitted. Application blanks, which can be obtained from the Civil Service Commission, Washington, D. C., can be filed up to and including September 26.

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MANY APPEALS HANDLED BY FEDERAL GRAIN SUPERVISION

During the fiscal year ending June 30, 1922, 31,689 appeals from inspections made by licensed grain inspectors were filed with the Federal Grain supervision of the United States Department of Agriculture. In the case of 10,971 or 34.6% of the total number, the grade was changed. Of the total number of appeals, 25,592 were on wheat; 4,894 were on corn; and 1,284 were on oats. The fees collected amounted to \$54,038.89 and the sale of grain samples totaled \$7,150.87.

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STATE AND FEDERAL GOVERNMENTS PLAN ONION INSPECTION SERVICE

Representatives of the Massachusetts Division of Markets and the Federal Bureau of Agricultural Economics will meet at South Deerfield, Massachusetts, in the near future for the purpose of establishing grades for onions and inaugurating shipping point inspection service on this commodity. South Deerfield is the key point in the movement of onions out of the Connecticut River valley onion producing section.

PENNSYLVANIA STATE MARKETING MAN VISITS WASHINGTON

G. A. Stuart, in charge of grain standardization work for the State Bureau of Markets, Harrisburg, Pa., is in Washington this week, conferring with specialists in the Federal Bureau of Agricultural Economics regarding the state-wide campaign to be launched in Pennsylvania in connection with the marketing of Pennsylvania wheat. He reports a conference at Harrisburg on August 18 which was attended by representatives of the baking, milling, threshing and farming industries of the State. Among the many suggestions made was that the millers of the State offer higher prices for clean high grade wheat than for low grades containing foreign matter. This suggestion is being made the basis of a marketing campaign to cover the entire State.

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THE VALUE OF APPLE GRADING BEING DEMONSTRATED IN OHIO

The value of grading apples is being demonstrated in at least one county in Ohio by the State Extension Service. Through the efforts of the agricultural agent the apple growers were persuaded to work for quality. The returns for the first twelve cars shipped proved the wisdom of the adoption of the new idea. The 40 per cent of the apples that had been graded "A" sold very profitably; the 40 per cent that had been graded "B" made a little profit, and the 20 per cent which fell into the "C" grade sold for barely enough to cover freight and commission charges. In the opinion of the agricultural agent, "there could be no better demonstration that quality counts."

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STATISTICIAN FOR GRAIN DEALERS STUDIES IN WASHINGTON

Mark W. Pickell, Agricultural Statistician, Farmers National Grain Dealers Association, Chicago, Ill., has completed a three-months study at the Washington office of the Federal Bureau of Agricultural Economics relative to the production, movement through the channels of trade, and price of wheat. The purpose of the study was to get basic information tabulated that present and future price movements of this commodity might be more clearly understood, and to some degree predicted.

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MAINE POTATOES WILL BE INSPECTED AT SHIPPING POINT

Shipping point inspection on Maine potatoes, conducted cooperatively by State and Federal agencies will begin at four points on September 11 and at three additional points on September 15.

OBJECTS SOUGHT BY OHIO DIVISION OF MARKETS

The activities of the Ohio Division of Markets and Marketing are set forth in the Market News and Exchange Bulletin, Columbus, Ohio, for August 19. In an article entitled: "Objects Sought For by Division of Markets" eight objects are enumerated. They are: (1) investigation of costs of production and marketing, (2) investigation of specific marketing problems, (3) investigation and instruction in methods of organization and management of cooperative organizations, (4) determination and establishment of grades and standards for all farm products and determination of containers for the same, (5) market news and exchange service, (6) administration and enforcement of laws and regulations, (7) promotion of advertising service, and (8) emergency service.

In the paragraph on the cost of production and marketing the editor of the bulletin makes the following interesting prophecy:

"The time is not far distant when the consuming public through the recognized channels of trade must contract with the producer for future delivery of its food supplies on the basis of cost of production plus a fair margin of profit. In carrying out such an arrangement, the farmers must be able to pay wages commensurate with those paid by other business enterprises. In fact he must pay a little higher wages in one form or another to counterbalance the glamour of the city. His net profits must be fully equal to that of other business, capital and business ability considered."

The statement under cooperation is: "The work of listing and classifying all cooperative organizations in the State is well under way. Plans are being formulated for the encouragement of further organizations, when conditions are favorable, and to assist such organizations in every way possible."

Regarding advertising the editor has the following to say: "Much good might be done by the State Bureau in the organization of advertising campaigns to encourage the production of crops adapted to the State, and to increase the consumption of Ohio-grown products both within and without the State."

It is the opinion of the editor that "A State Bureau of Markets should be actively interested in all legislation having to do with the marketing of farm products."

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TEXAS GROWERS ARE SUPPLIED WITH NAMES OF DEALERS

A list of Texas dealers "who stand well with the trade" and who are handlers of fruits and vegetables, is given in the issue for August 17 of The State's Marketing Bulletin, issued by the Texas Markets and Warehouse Department. The list contains the names and addresses of 68 firms.

The motto of the State's Marketing Bulletin, which is issued bi-weekly is, "Let's take care of the one blade of grass to the advantage of the grower before making an effort to have two grown where one has grown heretofore."

NEW JERSEY CONSUMERS URGED TO BUY PEACHES AND APPLES

New Jersey consumers of fruits and vegetables are undoubtedly receiving benefits from the consumer market news service being issued by the State Division of Markets, Trenton, N. J. The last issue of the City Market Letter stresses the fact that conditions at the time of publication were favorable for buying peaches and apples. Part of the report reads, "Do not delay in buying peaches if you wish to get them for canning purposes as the height of the season for native peaches is here.*****Through conferences and meetings of wholesale and retail merchants,*****more than fifty retail stores agreed on a uniform plan of operation.*****The wholesalers agreed not to charge over 10 cents as the cost of handling a basket of peaches and the retailers not to exceed over 25% of the price paid when sold in the same container.*****Practically all the stores handling kitchen and canning equipment are making special sales.*****Many of the big stores are aiding the publicity by special displays of fruits and by poster advertising.*****With the low wholesale prices at which apples are selling, consumers should be able to make use of them daily." Price quotations for apples and peaches are given for nine and thirteen cities respectively.

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GRADING OF EGGS SUGGESTED FOR ALABAMA

The editor of the Alabama Markets Journal, State Department of Agriculture and Industries, Montgomery, Ala., is urging the adoption of approved methods for the commercial handling of poultry and eggs. In the issue of the Journal for August the Missouri grade specifications for eggs are given, preceded by a statement by the editor that "the time is ripe for our producers to give more attention to improved methods of commercial handling."

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MARKETING STUDIES BY MASSACHUSETTS AGRICULTURAL COLLEGE

Among the marketing studies being conducted at the Massachusetts Agricultural College, Amherst, Mass., is one dealing with the sources from which the larger Massachusetts cities obtain their food supplies. Studies have been completed already for Holyoke and Fitchburg. It is proposed now to extend the investigations to other cities.

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MARKETING STUDY PROPOSED BY BOSTON CHAMBER OF COMMERCE

The Boston Chamber of Commerce is considering a study in cooperation with State and Federal agencies of possible locations for the Boston public market, and the effect which different possible locations might have on different groups of people directly concerned in the operation of the market.

NEGRO EXTENSION WORKER FAVORS STANDARDIZATION OF FARM PRODUCTS

T. M. Campbell, Field Agent for the United States Department of Agriculture among the negro farmers in seven Southern States, who recently visited the Washington office of the Federal Bureau of Agricultural Economics, on his return to headquarters at Tuskegee Institute, Alabama, said, "The ten days which I spent in the Bureau of Agricultural Economics picking up information that I could pass on to the large number of negro farmers with whom I come in contact, was a revelation to me." In discussing the marketing problem for the Southern States he said, "The negro farmer cannot afford to raise an inferior grade of produce as compared with that of the average white farmer, because for a long time to come it will be necessary to ship out of the South in carload lots, much of what the negro farmer grows with that which the white farmer grows. One big duty resting on the shoulders of the negro extension workers today is to teach our farmers how to grade and standardize their products, including live stock."

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AN EDITORIAL ON MARKETING PROGRESS

H. Umberger, Director of Extension Service, Kansas State Agricultural College, in an editorial entitled "Marketing Progress" in the Kansas Extension News for August says, "The marketing activities of state agricultural colleges and county farm bureaus should be largely educational. They should be confined to investigation and information and should emphasize the problems in which the question of class interests does not predominate."

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AN ARTICLE ON MARKETING BY CHIEF OF FEDERAL BUREAU

"The Marketing Problem" is the title of an article by H. C. Taylor, Chief, Federal Bureau of Agricultural Economics, Washington, D. C., in the Banker-Farmer, Champaign, Ill., for August, 1922. In this article Dr. Taylor says, among other things, "I believe that when farmers have a well-balanced view they will look less to political effort and more to individual effort in solving the marketing problem than they have in the past."

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DATE ANNOUNCED FOR LIVE-STOCK SHORT COURSE AT KANSAS CITY

A short course for managers of cooperative live-stock shipping associations is announced for the Kansas City Stockyards for November 7 and 8. Among those who will assist in the conduct of the short course will be the marketing and live-stock specialists of the Kansas State Agricultural College and the University of Missouri.

CORPORATION SEPARATE FROM STOCKHOLDERS

The fact that a corporation is separate and apart from its stockholders is emphasized in the case of the United States v. Strang, 254 U. S. 491. In this case it appeared that the United States Shipping Board, acting pursuant to a statute, organized the Emergency Fleet Corporation under the laws of the District of Columbia with a capital stock of fifty million dollars, all of which was owned by the United States. This corporation was controlled and managed by its own officers and appointed its own agents who were directly responsible to it. Strang was appointed an inspector by the Fleet Corporation. While acting as inspector he gave three orders to the Duvall Ship Outfitting Company, a partnership of which he was at that time a member. The Criminal Code of the United States provides that no one shall act as officer or agent of the United States in the transaction of business with a corporation or firm of which he may be a member. Strang was indicted for an alleged violation of this law. In due time the case was passed upon by the Supreme Court of the United States. In holding that Strang could not be prosecuted under this law, the Court said: "Notwithstanding all its stock was owned by the United States it must be regarded as a separate entity....Generally agents of a corporation are not agents of the stockholders and cannot contract for the latter."

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THE "COOPERATOR'S CREED" BY PAUL V. MARIS OF OREGON

"The Cooperator's Creed" is the title of nine affirmative statements by Paul V. Maris, Director, Extension Service, Oregon Agricultural College, Corvallis, Ore. The first and fourth statements are: (1) "I believe firmly that modern conditions demand a better system of marketing farm products and that this can be brought about only by intelligent cooperation among producers." (4) "I know that fundamental changes must come slowly and that they will be fraught with grave difficulties. I am opposed, therefore, to organizing for cooperative action until the exact way in which services already rendered may be improved are clearly understood."

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CREAM GRADING DEMONSTRATIONS IN MISSOURI

A cream grading campaign has been started by the State Marketing Bureau, Jefferson City, Mo. Four men have been put in the field. They are working in cooperation with the crews now covering the State in carrying out the program of demonstrating the standardization of eggs. The State creamerymen's association, the operators of cream-buying stations, and the producers of cream are cooperating with the State Marketing Bureau in this educational work.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced during past week:

S. Res. 336, by Mr. Smith of South Carolina, providing that the Agriculture Committee of the Senate be authorized to investigate all matters pertaining to the subject of supply and demand and marketing of cotton, etc.

S. 3883, by Mr. Jones of Washington, to provide for the organization and establishment of stock corporations to engage in foreign trade or commerce

Bills upon which action has been taken during the week:

S. 3757, authorizing the Department of Commerce to collect and publish additional cotton statistics and information was passed by the Senate on August 10. The bill has been referred to the Committee on the Census in the House.

H. R. 11843, providing for the regulation of future trading in grain has been reported favorably with amendments from the Committee on Agriculture and Forestry of the Senate.

S. Res. 341, providing for the appointment of a Committee composed of three Senators to investigate the subject of crop insurance has been referred to the Committee on Agriculture in the House.

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FEDERAL BUREAU APPOINTS DIRECTORS OF RESEARCH AND INFORMATION

W. A. Schoenfeld, recently added to the Washington staff of the Federal Bureau of Agricultural Economics, has been designated Director of Marketing Research, a position equivalent in rank to that of Assistant Chief. He will act as the representative of the Chief of the Bureau in developing, organizing and conducting marketing research in the commodity divisions of the Bureau.

J. Clyde Marquis who has been in charge of the information work of the Bureau has been designated Director of Information, and will represent the Chief in developing public contacts having to do with the distribution of economic information through publications, the press, radio, and in co-operating with commodity organizations.

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ASHER HOBSON ACCEPTS APPOINTMENT WITH FEDERAL BUREAU

Asher Hobson, who has been Associate Professor of Marketing at Columbia University for the past two years and has been directing several studies conducted on a cooperative basis by the Federal Bureau of Agricultural Economics and Columbia University, has accepted an appointment with the Federal Bureau.

OVER ONE HUNDRED THOUSAND DOLLARS FROM FRUIT AND VEGETABLE INSPECTIONS

Thirty-one thousand, two hundred and seven inspections of lots of fruits and vegetables were made by the Food Products Inspection Service of the Federal Bureau of Agricultural Economics during the fiscal year ending June 30, 1922. The largest number of inspections in any one month was made in May, when a total of 3333 certificates were issued. The month with the second best record was November, with 3256 certificates. The largest number of inspections to the credit of any one office was 5196 for Philadelphia. The other offices with large numbers of inspections to their credit are Pittsburgh, 4375; New York, 4262; Chicago, 4120. There was covered into the Federal Treasury \$128,627.43 in inspection fees and reimbursement for travel.

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POULTRY AND EGG MARKETING PROBLEMS DISCUSSED

Professor R. V. Mitchell of the State College of Washington, Pullman, Wash., who is devoting considerable time to problems connected with the marketing of poultry and eggs, was a recent visitor at the Federal Bureau of Agricultural Economics. He exchanged ideas with the poultry marketing specialists and commodity economists relative to the different solutions of the problems confronting farmers in Washington State.

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FOUR GRADUATE STUDENTS IN AGRICULTURAL ECONOMICS AT NEBRASKA

There will be four graduate students in rural economics at the College of Agriculture, Lincoln, Nebr., the coming year. This, it is believed, is the beginning of the development of a strong graduate school at this institution. As Nebraska is essentially an agricultural state, there are many opportunities for those who are trained to deal efficiently with the business problems of farming.

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MOTION PICTURE FILM REGARDING WOOL MARKETING

The motion picture film, "Wool and Lamb Marketing" is among those being made available to Ohio farmers through the Extension Service of the State College of Agriculture, Columbus, Ohio. These films are rented at rates which are but little more than nominal.

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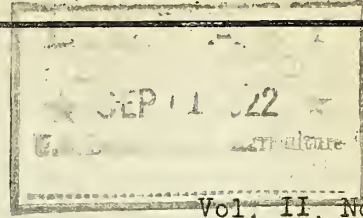
GEORGIA PEA GROWERS PROMISED A MARKET

The State Market Bureau, Atlanta, Ga., is offering to find a market for every pound of well graded marketable stock of black eyed peas, provided the stock is of good quality and in sacks of uniform weight.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

September 6, 1922.



Vol. II, No. 36.

STATE MARKET CHIEF AT WASHINGTON FOR CONFERENCE

F. L. Harkey, Chief of the recently organized Division of Markets of the South Carolina Extension Service, is spending the current week at the Washington office of the Federal Bureau of Agricultural Economics conferring with various Bureau specialists regarding the development of the marketing work being undertaken in South Carolina.

Mr. Harkey reports that the Federal standards for grades for potatoes, sweet potatoes, tomatoes, lettuce, cabbage, asparagus, peaches and cucumbers have been adopted. During the shipping season for fruits and vegetables many demonstrations of proper methods of grading, packing and loading were conducted by the Division and by the inspectors employed by local shipping associations at the suggestion of the Division Chief. As a result of Mr. Harkey's efforts, forty expert graders and packers from Florida were employed by the South Carolina marketing associations.

Six inspectors were employed by the Division of Markets during the shipping season and about 500 carloads of produce were inspected and certificates issued. While this inspection work was conducted largely from an educational point of view, it is proposed to make the inspections more of a service proposition another season.

The personnel of the Division of Markets is so located as to cover the three districts into which the State is divided. Mr. Harkey, who is directing the work, is stationed at Spartanburg. L. H. Lewis, Extension Service Market Agent, is stationed at Florence and D. D. Whitcomb, Extension Service Market Agent, is stationed at Aiken.

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PRACTICAL DEMONSTRATIONS OF GRADING FARM PRODUCTS

The Minnesota State Department of Agriculture and the Extension Service of the Department of Agriculture, University of Minnesota, are cooperating in conducting practical demonstrations in the grading of potatoes. A schedule of dates for eight one-day schools to be held at various points in the State has been announced. The demonstrations will be under the direction of Hugh J. Hughes and R. F. Hall of the State Department, and E. W. Smith of the Extension Service.

MARKET NEWS FOR WOMEN BEING RELEASED AT ALBANY

Market news for women is now being released by the New York State Department of Farms and Markets and the Federal Bureau of Agricultural Economics, cooperating. John B. Shepard, Agricultural Statistician representing the cooperating parties, with headquarters at Albany, N. Y., released under date of August 26 a news item entitled, "Fruit Ripening Early Bartletts now on the Market." The item says in part, "Housewives who are planning to take advantage of the big crops of peaches, pears, grapes and other fruits, should have their kettles ready a few days earlier than usual, for fruits are ripening rapidly and those who are not prepared may miss the best season for canning and preserving....With a large supply of apples available, this will be a good year for many families to revert to the old-fashioned custom of putting a barrel of apples into the cellar in the fall. Retailing costs are high these days and many kinds of produce are selling at low prices in the wholesale markets, so that there is more than the usual saving from buying in quantities."

Such statements as above noted coming from any other source than that of the sovereign power might be viewed by the readers with suspicion on the theory that the items were a new type of advertising. But coming from the Federal Agricultural Statistician, the buying public realizes that the information not only emanates from a disinterested source but is very likely to be a tip that can be acted upon to advantage.

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FRUIT AND VEGETABLE STATISTICS HENCEFORTH FOR THIRTY-THREE CITIES

The machinery of the Federal Bureau of Agricultural Economics for collecting information regarding unloads of ten important fruits and vegetables is to be elaborated so that statistics will be available henceforth for thirty-three instead of thirteen cities. The cities are: Atlanta, Birmingham, Boston, Buffalo, Chicago, Cincinnati, Cleveland, Columbus, Dallas, Denver, Detroit, Indianapolis, Kansas City, Los Angeles, Louisville, Memphis, Milwaukee, Minneapolis, Newark, New Orleans, New York, Omaha, Philadelphia, Pittsburgh, Portland, Providence, San Francisco, Seattle, Spokane, St. Louis, St. Paul, Toledo and Washington.

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CHARGES FOR PRORATING COOPERATIVE SHIPMENTS OF LIVE STOCK

An order permitting the Baltimore Live Stock Exchange to put into effect a new schedule of commission charges for prorating cooperative shipments has been issued by the Federal Packers and Stockyards Administration. Under the order there may be charged, in addition to the regular commission rates, \$1 a car when consigned by more than one but not more than five owners; \$1.50 a car for more than five but not more than ten owners; \$2 a car for more than ten but not more than twenty owners; and \$3 a car for more than twenty owners.

A NEW BULLETIN ON HAY MARKETING IN NEW YORK CITY

"Hay Marketing in New York City" is the title of a 16-page bulletin just issued by the State Department of Farms and Markets, Albany, N.Y. The publication was prepared by Herschel H. Jones, Director of the New York office of the Department. Among the topics discussed are, "Consumption of Hay in New York City," "Hay Receiving Terminals for Rail Shipments," "Water Shipment Terminals," "Methods of Sale," "Grading and Weighing."

Eight recommendations are made for the improvement of hay marketing. In brief these are, (1) additional storage space, (2) adoption of definite hay grades, (3) Federal inspection, (4) reinstatement of permit system, (5) lowered handling charges, (6) commission charge based on per cent of sales price, (7) state-wide or regional-wide cooperative marketing associations, and (8) reorganization of New York City hay trade.

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DEPARTMENT OF MARKETS ENCOURAGING STANDARDIZATION OF FARM PRODUCTS

M. R. Benedict, Special Assistant to the Commissioner of Agriculture, Pierre, S. D., reports that the State Department and the Extension Service of the Agricultural College, cooperating, have assisted in the formation of an association for the certification of alfalfa seed and an association for marketing potatoes. The alfalfa association has adopted rules and regulations that are so stringent that the seed marketed will be of such high grade that the requirements of the most exacting buyer can be easily met. The new potato shipping association is having installed modern sorting equipment that only the high grade stock may be offered for sale.

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DEFINITE MARKET NEWS FOR NEW JERSEY CONSUMERS

The Chief of the New Jersey Bureau of Markets, Trenton, N. J., in summarizing the peach market in the last issue of the City Market Letter said in part, "The peach market is very sensitive to supply and demand, and prices have advanced steadily the last two or three days on account of the decrease in the amount of peaches on the market. The wholesale prices represent what the bulk of the good peaches sold for, some fancy selling at higher prices and poorer at lower prices."

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COLORADO FARMERS ADVISED AS TO MARKET TERMS

News Notes issued by the Extension Division of the Colorado Agricultural College under date of August 26 contained an article giving the meaning of the market terms used in the Federal reports on the movement of cabbage and other truck crops. As many producers in Colorado are reading the daily market reports this explanation of the terms is likely to be helpful.

THESES ON MARKETING SUBJECTS BY GRADUATE STUDENTS

Among the theses prepared in connection with advance degrees conferred by the State Agricultural Colleges in 1922 are a number of special interest to men engaged in marketing work. The authors, the titles, and the colleges at which the work was done are as follows: E. W. Anderson, "Grain Marketing Program for Montana," Minnesota; A. W. Craver, "Livestock Markets and the Factors Affecting Their Operation," Illinois; E. M. Daggit, "Market Distribution of Butter in Twin Cities," Minnesota; J. C. Dolanay, "Membership Contracts," Minnesota; Edward Frerichs, "Relation Between Volume of Production and Price of Farm Products," Nebraska; E. W. Gaumnitz, "Cooperative Marketing of Live Stock," Minnesota; B. A. Holt, "Organization and Management Problems of the Minnesota Potato Exchange," Minnesota; M. C. Leager, "Cost Accounting for Terminal Elevators," Minnesota; C. G. McBride, "Marketing Potatoes and Cabbage in New York," Cornell; Frank D. McClure, "Relation Between Price and Production of Corn and Hogs," Nebraska; C. H. Merchant, "An Economic Study of the Municipal Markets, a Discussion of Wholesale and Retail Markets in the United States," Cornell; F. A. Pearson, "Agricultural Prices," Cornell; R. O. Vaughn, "Cotton Production in the United States and the Relation of Price to Production," Cornell.

A number of those who are now working for graduate degrees are preparing theses on subjects along marketing lines. Among these are: H. E. Anderson, "Marketing of Minnesota Butter in New York," Minnesota; E. R. Bonham, "Purchasing Power of Farm Products in Clinton County, Indiana," Purdue; E. L. Cady, "Marketing," Iowa; C. W. Crickman, "Marketing," Iowa; H. S. Gabriel, "Problems in Railroad Transportation Relating to Agriculture," Cornell; W. H. McCord, "Live-stock marketing," Minnesota; Paul L. Miller, "Principles of Cooperation," Minnesota.

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LIST OF STATES HAVING STANDARDIZED CONTAINERS FOR FRUITS AND VEGETABLES

A list in mimeographed form has been prepared by the Federal Bureau of Agricultural Economics of the States which have standardized various types of fruit and vegetable containers with title and address of enforcing official. The list shows that thirty-five of the forty-eight States and the District of Columbia have adopted standards for one or more containers. In more than half of the States the enforcing officer is the commissioner of agriculture or a bureau chief in the State Department of Agriculture. In the District of Columbia the enforcing officer is the Superintendent of Weights, Measures and Markets. Copies of this list may be had upon request.

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AN ORGANIZATION OF CHERRY PRODUCERS TO BE STUDIED

The Agricultural Experiment Station of the University of Wisconsin, Madison, Wis., has undertaken an exhaustive study of the Door County Fruit Growers' Organization, an association handling cherries. W. E. Paulson, Specialist in Marketing, has been assigned to the study.

CHANGE OF LIVE STOCK MARKET MEN IN VIRGINIA

K. A. Keithly, who has during the past twenty months been with the Virginia Division of Markets, Richmond, Va., as Specialist in Marketing Live Stock and Wool, has resigned to become manager of a county cooperative live-stock shipping association. While previous to Mr. Keithly's arrival in Virginia very little live stock was sold cooperatively, during the twenty months he was on duty 17 cooperative live stock shipping associations were formed. These operate over 26 counties. In the opinion of J. H. Meek, Director, State Division of Markets, "This method of marketing, which has proved so economical in the Western States, is gradually solving the big problems producers have been confronted with in disposing of their live stock."

Mr. Keithly, in addition to promoting the cooperative shipping of live stock, assisted in the formation of wool pools in 1921 and 1922. As a result of the educational work that was done in connection with the operation of the pools a large number of farmers have learned how to prepare their wool so as to sell the fleeces to the best advantage.

The work developed by Mr. Keithly will be continued by W. P. Sadler, a graduate of the Virginia Polytechnic Institute. Mr. Sadler has had a wide experience in feeding and marketing live stock. He has also served as a county agricultural agent. In addition, he has studied live stock marketing in several of the larger markets. One of his first steps in taking up the new work will be to visit several of the Western States to get first hand information regarding the operation of the large cooperative shipping associations that are so numerous in the Corn Belt. He will also visit terminal markets and note the methods followed in selling shipments received from cooperative associations.

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TWO COURSES IN MARKETING AT TEXAS AGRICULTURAL COLLEGE

Two courses in marketing are now being offered in the Department of Agricultural Economics at the Agricultural and Mechanical College, College Station, Texas. These courses are a part of a group of courses being developed in Agricultural Administration under the leadership of Professor F. A. Buechel. The courses are designed to fit men for careers in the field concerned primarily with economic and sociological questions. Among the other courses in the group are courses in transportation and agricultural finance.

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CONTEMPLATES PREPARING A HISTORY OF COOPERATIVE ORGANIZATIONS

A history of cooperative organizations in Massachusetts is contemplated by W. A. Munson, Director, State Division of Markets, State House, Boston, Mass. Not only have cooperative enterprises flourished in Massachusetts for many years, but there are many different kinds of enterprises. Consumer cooperation as well as producer cooperation has a foothold in this State.

AN ARTICLE ON MARKET DISTRIBUTION

"Distribution - Its Analysis and Control" is the title of an article in the May issue of Administration, Concord, N. H., written by Charles J. Brand, now Consulting Specialist in Marketing, United States Department of Agriculture. Among the statements made in the article are the following: "Consumption, as a rule, cannot be forced without an inevitable reaction which restores the normal. Adequate distribution means maintenance of normal and thus insures steady, uninterrupted production without high spots here and low spots there.....the best that we can do ...is intelligent adjustment of production to probable consumptive needs and regulation of distribution by producers or their representatives in such a manner as will assure to them evenness of supply the country over. Quick turnovers which closely follow the true demand, moderate profits and large volume, instead of slow turnover with high loss through waste and spoilage, and small volume with high markups are what the situation and the products call for."

The latter part of the article gives considerable information regarding the marketing policies of one of the nation-wide fruit marketing corporations with which Mr. Brand was formerly connected.

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HEARING AT NEW YORK ON PROPOSED HAY GRADES

Arrangements are being made for hearings on the proposed United States grades for hay. These will be at New York City, Chicago, Ill., and Washington, D. C. The New York hearing is announced for Thursday, September 14, at the 33rd Street hay warehouse of the New York Central Railroad Company. Individuals, corporations and organizations interested in hay grades are expected to be present. Specialists of the Federal Bureau of Agricultural Economics will be present at the New York hearing with an extensive exhibit which will show by means of samples, the proposed classes and grades of timothy hay, clover hay, timothy and clover mixed hay, mixed grass hay, and timothy and grass mixed hay.

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TWENTY-FIVE OF STATE AGRICULTURAL COLLEGES OFFER GRADUATE COURSES

Eight of the 48 State Agricultural Colleges offer graduate work in agricultural economics, farm management, or marketing, for both a master's and doctor's degree. Seventeen additional agricultural colleges offer graduate work for a master's degree only. The eight colleges are those located in the States of California, Illinois, Massachusetts, Minnesota, Missouri, Wisconsin, Utah and New York. The seventeen are those located in Colorado, Florida, Indiana, Iowa, Kansas, Kentucky, Maine, Nebraska, North Carolina, North Dakota, New Hampshire, Ohio, Tennessee, Texas, Virginia, Washington and West Virginia.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills upon which action has been taken during past week:

S. 3858, a bill to define butter and to provide a standard therefor has been reported out of the Committee on Agriculture and Forestry of the Senate.

Bills and resolutions introduced during past week:

S. 3976, by Mr. Smith of South Carolina, to extend the Market News Service to certain States.

S. 3977, by Mr. Sheppard of Texas, to extend the Market News Service of the Department of Agriculture by telegraph to the State of Texas.

H. R. 12488, by Mr. Smithwick of Florida, to increase the appropriation for the collection and distribution of market information by the Bureau of Agricultural Economics.

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FEDERAL BUREAU ISSUES CIRCULAR GIVING RADIO NEWS SCHEDULE

A circular entitled "Radio Crop and Market News Service" has been issued by the Federal Bureau of Agricultural Economics. This circular gives the radio news schedule for 61 broadcasting stations in 52 cities. These cities include Boston on the Atlantic Coast, San Francisco on the Pacific Coast, Milwaukee in the North, and Austin, Texas, in the South. In the case of eight stations, broadcasting is done by telegraph; in the case of 54 stations, the messages are sent out by telephone. One station broadcasts both by telegraph and telephone. For most of the stations, the schedule notes the character of the reports disseminated and the time at which they are sent out.

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APPLE INSPECTORS TO BE TRAINED IN VIRGINIA

F. E. Parsons, recently appointed as Standardization and Inspection Specialist, State Division of Markets, Richmond, Virginia, has been conducting demonstrations of the 1922 apple grades throughout the apple producing sections of the State. He is now planning to train two inspectors for field work.

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RELATION OF FARM MANAGEMENT AND MARKETING TO ECONOMICS

"The Relation of Farm Management and Marketing to Economics" is the title of an article by Dr. G. F. Warren, New York State College of Agriculture, Ithaca, N. Y., in the July issue of the Journal of Farm Economics.

AN ECONOMIC STUDY OF TRANSPORTATION CHARGES ON FARM PRODUCTS

H. S. Gabriel, a graduate student in the Department of Agricultural Economics and Farm Management at Cornell University, has been appointed Associate Agricultural Economist in the Federal Bureau of Agricultural Economics. September first he began a study of freight rates for typical hauls for the more important commodities, such as cotton, wool, grain, hay, potatoes, live stock, etc., the purpose of the study being to determine the relation of present transportation charges and prevailing prices to pre-war charges and prices and to determine the effect of increase freight rates on various types of farming in the United States.

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NEW HAMPSHIRE BUREAU OF MARKETS DEVELOPS TELEPHONE SERVICE

Arrangements have been worked out by the State Bureau of Markets, Concord, N. H., whereby the Bureau is able to respond to telephone requests from New Hampshire farmers with information relative to the prevailing prices for truck crops on the Boston, Worcester, and Springfield Markets. The Bureau is also prepared to give information as to the quantity of products being received in Boston from both the nearby producing sections and from distant States.

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ASHER HOBSON LEAVING FOR EUROPE

Asher Hobson, former Associate Professor of Marketing, Columbia University, who has been appointed Agricultural Economist in the Federal Bureau of Agricultural Economics, is preparing to sail for Europe on September 13. He will go immediately to Rome where he will study the organization and work of the International Institute of Agriculture, also the statistical and economic data on file at the Institute.

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SUPERVISING POTATO INSPECTORS FOR THE DAKOTAS

R. M. Peterson of the Federal Food Products Inspection Service has been assigned to North Dakota to supervise the shipping point inspection service on potatoes which is being conducted in cooperation with State agencies. J. Harold Hoover is being appointed a joint representative of the Federal Service and the State of South Dakota and will supervise from Pierre, South Dakota, the potato inspection work in the State.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

September 13, 1922.

Vol. II, No. 37.

RESEARCH AND EXTENSION WORK IN MARKETING IN IOWA

Plans being developed in the Agricultural Economics Section of the Iowa State College of Agriculture, Ames, Iowa, indicate that marketing in its various phases is to receive increased attention during the coming school year. Dr. E. G. Nourse, Chief of the Section, is working on a study entitled, "Fifty Years of Farmers' Elevators in Iowa." This study is to be followed by a statistical study by Frank Robotka, Assistant Professor in Marketing, which will deal with "The Methods and Results of Farmer Elevator Operation in Iowa."

Starting September 15, J. H. Harriott will undertake a study of the "Marketing of Fluid Milk." Mr. Harriott is a graduate of Cornell University and has been awarded the Iowa Farm Bureau Federation Fellowship.

Canute Bjorka, a graduate of the University of Minnesota, has been added to the staff of the Economics Section and will specialize in the subject of agricultural statistics, devoting half of his time to research and half to teaching.

Frank Robotka, who has been making a special study of accounting systems for cooperative associations will teach creamery accounting in the college during the fall quarter and during the winter quarter will conduct short courses for managers of cooperative associations at various points in the State.

E. L. Cady, C. W. Crickman and C. W. Hammans will assist in research studies in marketing and also in extending to the farmers of the State practical information regarding approved marketing practices.

Arthur D. Lowe, a graduate of the University of Pennsylvania, is completing a study, extending over three months, relative to the transportation problems involved in the marketing of Iowa live stock. It is believed that the foundation has been laid for the establishment of a service organization which will be of great value to Iowa live-stock shippers.

Dr. Nourse is planning to continue the study which he has been conducting during the past two years regarding the development and success of the cooperative store in Iowa.

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DAILY MARKET NEWS SERVICE SUPPLIED FLORIDA GROWERS

The Florida State Marketing Bureau, Jacksonville, Fla., is furnishing wholesale market reports to the more enterprising of the newspapers of the State. These reports are prepared to show the high and low range of prices according to pack, grade and condition of commodities offered. The Bureau is also furnishing the Florida Times-Union with the market quotations for a daily radio broadcast at 10:05 p.m.

REPRESENTATIVE CONTROL PROPOSED FOR VIRGINIA DAIRY MARKETING ASSOCIATIONS

A movement has been started in Virginia in behalf of a more representative control of the dairy marketing organizations of the State. It is proposed that groups of dairymen be organized into locals which will be the backbone of the marketing associations. In a recently issued circular prepared by Gustav P. Warber, Specialist in Agricultural Economics and Marketing, Virginia Polytechnic Institute, Blacksburg, Va., the reasons back of the movement are set forth as follows: "Without complete understanding of the various problems of the marketing organizations, the members are prone to suspect the management of stupidity or even unfair motives or dishonesty. Under such conditions it is difficult if not impossible to maintain a strong loyalty to the organizations among the members. Without complete confidence in the integrity and the competent business ability of its board of directors no organization can long function efficiently or even continue to exist."

It is proposed that the locals shall select directors who will represent them in the meetings of the regional associations and shall keep them advised as to problems confronting the associations and the means being taken to solve the problems. It is also planned to provide ways and means by which all members may vote on all issues requiring membership action without the inconvenience of traveling long distances to attend meetings held at regional headquarters. The plans contemplate that each local shall be eligible to membership in the Virginia State Dairymen's Association and thereby shall have opportunity to assist in the formulation of a representative policy as regards both State and National legislation. It is further proposed that influence in the State Association shall be in proportion to the membership of the various locals.

According to the circular above mentioned, "Under this new form of organization the Virginia State Dairymen's Association should rapidly grow into a powerful organization, at all times truly representative of all sections of the State and working, through its affiliated locals, for the protection and improvement of the entire dairy industry of the State."

A suggested set of by-laws is given for "local and unincorporated associations of dairymen in the State of Virginia."

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SOUTH AFRICA TO ESTABLISH BUREAU OF MARKETS SIMILAR TO UNITED STATES

The Government of South Africa is proposing to establish a bureau of markets or a bureau of agricultural economics which will be patterned after our Federal Bureau, according to Dr. W. J. Lamont, President of the Agricultural College of the Union of South Africa, who recently spent a few days in the offices of the Federal Bureau of Agricultural Economics, investigating the various lines of work carried on by this branch of the Government. Dr. Lamont has been in the United States for some time studying the different agricultural organizations of this country, including the United States Department of Agriculture and the State agricultural colleges and extension services.

WISCONSIN PUBLISHES BULLETIN ON COOPERATIVE EGG MARKETING

"Cooperative Egg Selling" is the subject of a bulletin just issued by the State Department of Markets, Madison, Wis. The bulletin was prepared by H. M. Lackie, Specialist in Poultry and Egg Marketing, in an effort to assist Wisconsin egg producers in competing with eggs shipped to the large markets from more distant States. In setting forth some of the fundamentals for a successful cooperative egg marketing enterprise Mr. Lackie says: "The first requisite is sufficient quantity of the product to justify such methods. The second requirement of successful egg marketing is year round production. A third essential is a willingness and desire on the part of the members not only to ship their eggs together but to produce only a high quality product. The fourth fundamental on which a marketing association must be built is honesty."

A suggested form of articles of incorporation and by-laws for a cooperative egg marketing association and a contract of purchase and sale are contained in the bulletin. In communities where conditions do not warrant a cooperative marketing organization it is suggested that a shipping association be arranged. A constitution and by-laws suitable for such an association are also given. The bulletin also contains numerous illustrations setting forth some of the advantages obtained in marketing only high quality produce.

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DAILY RADIO MARKET PROGRAM IN MISSOURI

Market news for live stock, grain, butter, eggs, fruits and vegetables is now being disseminated daily by radio from the dome of the Missouri State Capitol, Jefferson City, Mo. A powerful radio sending station has been established in the Capitol by the Missouri State Marketing Bureau. Reports are sent out at 9:30 a.m., 11:30 a.m., 2:00 p.m., and 5:00 p.m. The first report consists of the opening hog market at the live-stock markets, live-stock receipts, opening options, Kansas City and St. Louis grain market, and shipping-point information on fruits and vegetables. The second report supplements the first and gives, in addition, butter and egg quotations. The two o'clock report gives closing figures for the grain markets with additional information regarding fruits and vegetables. The five o'clock report consists largely of a review of the day's markets throughout the United States.

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A STUDY IN COOPERATIVE GRAIN MARKETING AT COUNTRY POINTS

"The Cooperative Elevator Movement, A Study in Grain Marketing at Country Points in the North Central States" is the title of a doctorate thesis recently published in pamphlet form. This thesis was submitted by Joseph B. Kenkel to the Faculty of Philosophy of the Catholic University of America, Washington, D. C.

GEORGIA CANE GROWERS ASSISTED IN MARKETING PROBLEMS BY STATE BUREAU

The Sirup Specialist of the Georgia State Bureau of Markets, Atlanta, Ga., gave valuable assistance to the Cane Growers' Cooperative Association of Georgia last spring by helping the members of the organization to collect and can approximately 20,000 cases of sirup of uniform grade. At that time the farmers had large quantities of sirup for which there was no satisfactory market. After canning and storing the sirup a loan of \$35,000 was obtained from the War Finance Corporation, through the efforts of the State Bureau of Markets, to assist the farmers until their sirup could be marketed. Recently the entire output of this organization was sold at a price almost double what it would have brought at the time of canning. The association feels much indebted to the State Bureau for the valuable assistance in helping them to dispose of their sirup in such a satisfactory manner.

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GROCERY PRICES PAID BY FARMERS COMPILED MONTHLY

Grocery prices paid by Missouri farmers in August have been tabulated by the Federal State Crop Reporting Service, Jefferson City, Mo. The figures show an increase for coffee and sugar and a decline for flour. Prices of coffee in different parts of the State ranged from 17 to 41 cents a pound with an average of 30 cents, which was one cent above the July average. Granulated sugar cost from 6 cents a pound to 11 cents, with a State average of 8-3/8 cents. The August average price of flour was one-fifth of a cent a pound below the July average.

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NEW JERSEY MARKET EDITOR URGES CONSUMPTION OF POTATOES

The editor of the City Market Letter, Trenton, N. J., in the issue for September 6, after giving the quotations for white potatoes says, "With such low prices prevailing due to the big crop this year, consumption of potatoes should be large and consumers are urged to make use of this cheap food wherever possible.....It will soon be time to store potatoes for winter use.....The cost of marketing is the lowest when they can be graded and shipped direct from the field without the extra handling necessary when stored even for a short period of time."

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MONTHLY MARKET INFORMATION REGARDING WOOL

Wool Notes is the title of a mimeographed circular issued monthly by the Federal Bureau of Agricultural Economics for the purpose of disseminating information regarding supply, demand, imports, prices and consumption of wool and mohair. Copies may be had upon request to the Washington office of the Bureau.

COOPERATIVE MARKETING DISCUSSED AT FARMERS' WEEK IN CONNECTICUT

Attention was given to the subject of cooperative marketing on four of the five days included in Farmers' Week, Connecticut Agricultural College, Storrs, Conn., July 31 to August 4. The first day the subject was discussed by Paul Mehl, Extension Agent in Marketing for the College.

The second day the Marketing Committee of the Connecticut Poultry Association made its report, the substance of which was that conditions are not yet favorable for a State marketing organization. Seven suggestions were made looking toward State-wide cooperative marketing in the future. It was urged that individual flocks be increased in size, that eggs be graded, that an effort be made to develop the demand for eggs for preservation by water glass and that whenever feasible local marketing associations be formed.

The third day was quite largely given over to a discussion of cooperative marketing. Paul Mehl gave an address upon the subject and Ex-Governor F. O. Lowden of Illinois gave his conception of European cooperative marketing methods.

On the fourth day cooperative milk marketing was taken up by the dairymen and officers of various New England milk marketing organizations.

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NEW YORK FARMERS AIDED IN THEIR TRANSPORTATION PROBLEMS

The Traffic Farm News, published monthly by the Traffic Bureau of the New York State Department of Farms and Markets, Albany, N. Y., carries timely articles and suggestions regarding the transportation of farm products. The news sheet is published in the interests of both producer and consumer. The September issue contains a short article by Charles L. Raper, Dean of the College of Business Administration, Syracuse University, on "Transportation and the Farmer."

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VIRGINIA DIVISION OF MARKETS PUBLISHES LIST OF APPLE GROWERS IN STATE

A list showing the names of 674 apple growers in Virginia, together with an estimate of their 1922 crop, by varieties, has been compiled and issued in mimeographed form by the State Division of Markets, Richmond, Va. Copies of the publication may be obtained upon request.

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AGRICULTURAL ECONOMIST IN KANSAS VISITS WASHINGTON OFFICE

R. M. Green, Associate Professor in Agricultural Economics, Kansas State Agricultural College, Manhattan, Kansas, recently visited the Washington office of the Bureau of Agricultural Economics and worked on the details of a proposed study of the cost of marketing grain.

LIABILITY OF WAREHOUSEMEN

The question of the liability of a warehouseman for damages to goods in storage was involved in the case of Schwartz vs. Michigan Warehouse Company, 189 N. W., page 1, recently decided by the Supreme Court of Michigan. In this case the plaintiff, a cigar manufacturer, purchased a number of bales of Sumatra tobacco in New York and had it shipped to him in bond to Detroit. The tobacco was then placed in the bonded warehouse of the defendant in Detroit, and a few days after its arrival was examined by plaintiff and found to be in good condition.

Some time after the tobacco had been in storage the plaintiff, finding that a bale of tobacco which he was using in his business had been damaged apparently by water, visited the warehouse and found other damaged bales. He claimed that he then saw a steam pipe with a valve above where the bales lay. This was in June and no steam was in the pipe. He found that 120 pounds of tobacco had been ruined apparently by water.

He brought suit for the loss of the 120 pounds of tobacco, and the duty which he had paid thereon, and on the trial the jury rendered a verdict in his favor for \$772. The defendant moved for a judgment in its favor notwithstanding the verdict of the jury on the ground that the plaintiff had not established by any direct testimony nor by any reasonable conclusion from surrounding circumstances that the cause of the damage to the tobacco was on account of negligence on its part; which motion was granted. The plaintiff then appealed the case to the Supreme Court of Michigan where the judgment of the trial court was reversed, and an order issued requiring the entry of a judgment in favor of the plaintiff in accordance with the verdict of the jury. In its opinion in the matter the Supreme Court said, "If the tobacco was delivered to defendant in good condition, and returned damaged, in such a way as does not usually occur by the exercise of proper care, negligence will be presumed, and the burden is on the warehouse keeper to overcome such presumption by evidence showing due care."

This decision emphasizes what is undoubtedly the general rule upon the subject, namely, that where goods are delivered to a warehouseman in good condition and thereafter they are found to be damaged in such a way as does not usually occur by the exercise of due care, negligence on the part of the warehouseman is presumed, and if he would escape liability he must overcome the presumption of negligence by evidence that the goods were damaged without negligence or fault on his part.

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MARKET COMMISSION GIVES FACTS ABOUT FLORIDA

L. M. Rhodes, Commissioner, State Marketing Bureau, Jacksonville, Fla., has compiled a leaflet of sixty-four paragraphs regarding Florida. He estimates that the shipments of fruits and vegetables have increased from forty thousand cars to eighty thousand cars during the past ten years. The value of the shipments during 1922 to points outside the State are estimated by the Commissioner at more than one hundred million dollars.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills and resolutions introduced:

S. 3976, by Mr. Smith of South Carolina, provides for an appropriation of \$200,000 for extension of the Market News Service of the Department of Agriculture to the States of Virginia, North and South Carolina, Alabama, Georgia, Louisiana, Florida, Tennessee, Texas and Mississippi.

S. 3977, by Mr. Sheppard of Texas, provides for the extension of the Federal leased wire service to the State of Texas and authorizes an annual appropriation of \$20,000 for this purpose.

S. 3979, by Mr. Jones of Washington, provides for the extension of the Federal Market News Service to the State of Washington and authorizes an annual appropriation of \$20,000 for that purpose.

S. 3983, by Mr. Shields of Tennessee, is similar to the Smith bill except that it provides for an annual appropriation of \$100,000 for this purpose.

S. 3986, by Mr. King of Utah, provides for the transfer to the Federal Farm Loan Board the powers, duties, and functions, and the assets, funds, securities, and liabilities of the War Finance Corporation; to provide for the discount of negotiable paper representing debts incurred for agricultural purposes or uses or for the raising of live stock; and to promote the orderly marketing of agricultural products, etc.

Bills and resolutions upon which action was taken:

S. Res. 336, authorizing the Committee on Agriculture and Forestry to investigate all matters relative to the supply, demand and marketing of cotton was passed by the Senate.

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DR. NOURSE OF IOWA AGRICULTURAL COLLEGE IN WASHINGTON

Dr. E. G. Nourse, Chief of the Agricultural Economics Section, Iowa State College of Agriculture, Ames, Iowa, is in Washington this week taking up with the specialists in the Bureau of Agricultural Economics various problems of importance to Iowa farmers.

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E. L. CADY APPOINTED SPECIALIST IN MARKETING AT AMES, IOWA

Edwin L. Cady, who has been engaged in research studies in marketing at the Iowa Experiment Station, Ames, Iowa, has been appointed Specialist in Marketing.

EDUCATIONAL WORK IN TEXAS REGARDING MARKET NEWS BY RADIO

In order to demonstrate the practicability of receiving market news by radio the Texas Markets and Warehouse Department, Austin, Tex., is arranging to install receiving equipment at many of the county fairs this fall. All persons interested in the radio service will be given an opportunity to fully investigate the possibilities of obtaining current market information in this way. Following the fairs other steps will be taken to acquaint the producers, handlers and consumers of Texas products with the benefits to be derived from a service conducted on a State-wide basis.

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AGRICULTURAL STATISTICIAN IS THANKED BY TOBACCO PRODUCERS

Because of the splendid work he did in collecting and compiling the figures regarding tobacco acreage, V. A. Sanders, Agricultural Statistician for New England, was recently tendered a resolution of thanks by the Organization Committee of the Connecticut Valley Tobacco Association.

The figures were arranged to show tobacco acreage by varieties of tobacco, counties and States for the seasons of 1921 and 1922. Mr. Sanders was assisted in this work by S. D. Fessenden, also a statistician of the Federal Bureau of Agricultural Economics.

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FUNDAMENTAL FACTS REGARDING EGG MARKETING IN CONNECTICUT

Marketing of Connecticut eggs is discussed in detail by Paul Mehl, Extension Agent in Marketing, in an article entitled "Poultry Plans Call for Fifty Per Cent Increase" in the August issue of the Extension Service News published by the Connecticut Agricultural College, Storrs, Conn. The article is illustrated by two charts one of which shows the per cent of sales made directly to consumers at various cents under or above the average wholesale prices paid for Connecticut new-laid fancy eggs and the other shows similar facts for eggs sold to city stores.

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NEBRASKA FARMERS BEING FURNISHED WITH INFORMATION ON COOPERATION

G. R. Boomer, Specialist in Market Organization, Agricultural College, Lincoln, Nebr., is concentrating his activities mainly upon five projects. These are, (1) furnishing market information, (2) furnishing information upon the most successful plan for the organization of cooperative grain elevators, (3) live-stock shipping associations, (4) cooperative creameries, and (5) cooperative egg circles.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

September 20, 1922.

Vol. II, No. 38.

GRADES FOR GRAPES PROMULGATED IN MICHIGAN

State grades for grapes have been promulgated by the Michigan Department of Agriculture, Lansing, Mich., under date of September 13, 1922. The rules and regulations governing the packing, branding, and sale of grapes were established in order to encourage the improvement in the quality of grapes sent to market. The grades are known as "Table Grapes," "No. 1 Grapes," and "Unclassified." Table Grapes shall be packed in closed containers of less than 16 pounds capacity. They shall be mature and of one variety. The individual bunches shall be compact, free from immature berries and from damaged fruit. A tolerance of five per cent by weight is allowed in this grade.

No. 1 grapes shall conform to the standard for Table grapes, except for an allowance for less compact bunches, and shall be packed in closed containers of 16 pounds or more capacity. A tolerance, other than compactness of bunches, of ten per cent by weight is allowed.

Unclassified grapes are those packed in closed containers of 16 pounds or larger, which do not comply with either of the foregoing grades and which consist of vineyard run, marketable fruit. This grade allows a tolerance of twenty per cent by weight. All grades must be marked and the containers must also show the name and address of the person or firm under whose authority the grapes are packed, sold, or offered for sale.

Inspectors will be placed at five important shipping points in the State, who, under the direct supervision of the inspector of fruit of the State Bureau of Foods and Standards, will carefully inspect all shipments of grapes. Through this service the growers hope to improve the quality of their pack, and also to educate the buyers in the various markets that Michigan grapes can be depended upon as to quality.

One association of Michigan grape growers is conducting an extensive consumer advertising campaign. Daily papers and posters are being used to educate the public to ask for its brand of grapes.

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STUDY BEING MADE OF FREIGHT RATES ON ARIZONA FARM PRODUCTS

A study of railroad freight rates and regulations relative to the marketing of Arizona farm products, with special reference to shipments of farm produce in Maricopa County, is being undertaken by the College of Agriculture of the University of Arizona, Tucson, Ariz., in cooperation with the Federal Bureau of Agricultural Economics. J. G. Cross, Transportation Specialist, Federal Bureau, will spend several weeks in Arizona studying the transportation conditions particularly for fruits, vegetables, cotton, hay and grain.

A LARGE FARMERS' MARKET PROPOSED FOR NEW JERSEY

Establishment of a large market center where New Jersey farmers can readily dispose of their food products is being proposed by the State Bureau of Markets, Trenton, N. J. The market center will be located in the vicinity of both Newark and Jersey City so that it will form a gateway through which perishable food products can pass economically into hundreds of municipalities in this great metropolitan district and into New York City itself.

The cramped conditions in the present Newark market are greatly hindering the economic distribution of farm produce, states A. L. Clark, Chief of the State Bureau of Markets, and necessitates the establishment of a larger, more adequate market center.

At a recent conference attended by Mr. Clark and H. B. Bamford, Transportation Specialist of the State Bureau, and representatives of the trade, it was recommended that an accessible site of twenty or more acres be chosen at some point between the two cities, near good railroad facilities and easily reached by farmers and dealers from all points. The proposed plans also recommend that the Port of New York Authority be in charge of the new market.

In commenting upon the new undertaking Mr. Clark says: "This Bureau is convinced that a farmers' market place, situated and constructed to meet the tremendous needs of North Jersey and New York City, would attract thousands of producers from all parts of New Jersey, with the highest quality of fresh fruits and vegetables. We believe the New York Port Authority should control such a market. The differences existing between farm prices and city retail prices and the ever increasing chain of services furnished by middlemen present economic problems of importance to everyone. A farmers' market project in the district would exert an actual saving that would be reflected and would indirectly effect certain economies on all foodstuffs handled directly to producers and consumers in the entire territory."

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COLD STORAGE EGGS BEING SOLD FOR FRESH EGGS IN NEW YORK

Enforcement of the New York State food laws in respect to the sale of cold storage eggs as fresh eggs is being undertaken vigorously at this time by the State Department of Farms and Markets, Albany, N. Y. Many violations of the law have been called to the attention of the State Department recently.

A marked increase in the price of fresh eggs on the New York City market has occurred recently due primarily to the delayed shipments of fresh eggs from Western shipping points. This condition has resulted in some unscrupulous dealers attempting to sell cold storage eggs as fresh eggs in order to make an extra margin of profit. Severe penalties are being imposed upon dealers found guilty of violating the State law in this respect.

EGG-LOADING DEMONSTRATION CAR EXHIBITED IN MISSOURI

Four egg-loading demonstrations were given in Missouri during the past few weeks by the Missouri State Marketing Bureau, Jefferson City, Mo., with the cooperation of the American Railway Association of Chicago. These demonstrations, the first of which was held in connection with the Marketing Bureau's exhibit at the State Fair, were arranged in order to teach approved methods in loading eggs in cars. An expert loader and demonstrator were in charge of the exhibition car. In addition to this feature of the State Fair exhibit, the State Marketing Bureau emphasized the egg standardization campaign which it has been conducting throughout the State.

Following the exhibition at the State Fair, the egg-loading car, with the other egg standardization material, was demonstrated at St. Joseph, Mo., in connection with the annual convention of the Missouri Farmers' Association. Managers of a large number of cooperative egg marketing exchanges in the State, as well as egg producers, witnessed the demonstration.

Carlot shippers of eggs in both Missouri and Kansas were given an opportunity to learn of the advantages of loading cars of eggs according to approved practices when the demonstration car was exhibited on the first of September in Kansas City, Mo. A similar demonstration for Missouri and Illinois shippers and producers was given at St. Louis, September 5.

Much valuable information as to how to reduce their in-transit losses to a minimum was obtained by the egg shippers of the State.

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HOW TO ACQUIRE A HIGH RATING OF BUTTER

"Defects in the Quality of Butter" is the subject of Circular No. 236 just issued by the United States Department of Agriculture, which is of interest alike to producers, dealers and consumers. The various factors influencing the price of butter are enumerated as flavor, body, color, salt and package. In order to stimulate an active demand and secure the largest net return for butter, the circular points out that not only high quality and uniformity of the product are essential but a knowledge of market requirements and of good marketing methods is necessary.

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SETS OF FEDERAL TENTATIVE WOOL GRADES GIVEN WIDE DISTRIBUTION

More than five hundred sets of the tentative wool grades, prepared by the Federal Bureau of Agricultural Economics, were distributed during the past fiscal year among wool manufacturers, dealers, growers, agricultural colleges and others. Sets were sent to every State in the Union. Twenty-four State officials, 20 field agents, and 139 county agents were supplied with sets for use in their demonstrational work in grading wool.

POTATO WEEK IN NEW JERSEY

In order to stimulate the consumption of potatoes, the week of September 18 is officially designated by the State Bureau of Markets, Trenton, N. J., as "New Jersey Potato Week." This week was selected by the State marketing officials in order that as large a portion of the crop as possible could be marketed direct from the fields, without the expense of storage. Housewives of New Jersey and neighboring States have been advised to place their orders for delivery at this time.

A. L. Clark, Chief of the Bureau, says: "Every housewife should seek to lay in a winter supply of potatoes this week, when they can be handled to the best advantage. Prices probably are as low now as they will be at any time, as many of these New Jersey potatoes will be shipped to other States or put in storage."

To aid in the economic movement of the enormous crop which New Jersey had this year, dealers in many cities throughout the State have agreed to handle the potatoes in quantities during "Potato Week" at a small margin of profit. Chambers of Commerce in several communities are promoting the sales program in the interest of grower, dealer and consumer, when farmers will agree to deliver only graded stock. More than 500 growers throughout the State are selling none other than graded and officially inspected potatoes.

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POTATO GROWERS ESPECIALLY URGED TO GRADE THEIR STOCK THIS SEASON

More than ever before potato growers are being urged by the Federal Bureau of Agricultural Economics to grade carefully their stock before placing it on the market for sale. The large potato crop this season necessitates the marketing of only graded stock, if the producer is to receive a fair return on his crop. Large quantities of potatoes on the market give the buyers opportunity to pick their supplies, and naturally they choose only high quality produce. Growers are being reminded of the fact that freight charges are the same for both ungraded and graded produce and that it costs more to handle ungraded stock in the market. In commenting upon the present situation one of the specialists of the Federal Bureau says: "By grading on the farm, producers can reduce handling charges, effect savings through the use of fewer sacks, save transportation charges and secure higher prices for the graded stock alone than can be obtained for a larger quantity of ungraded supplies." It is reported that one association after carefully grading its shipments received premiums of 10 to 20 cents a sack for its total supply.

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ADDITIONAL MARKET NEWS STATIONS ON POTATOES

A temporary field station for the issuing of market reports on potatoes was opened by the Federal Bureau of Agricultural Economics at Presque Isle, Me., September 13. A similar station probably will be opened at Grand Rapids, Mich., October 5.

RESEARCH STUDY BEING MADE OF POTATO INDUSTRY IN NEW JERSEY

A complete study of the potato industry in New Jersey is being undertaken by the Agricultural Experiment Station, New Brunswick, N. J., under the direction of Henry Keller, Jr., Assistant Professor of Agricultural Economics. It is the aim of this investigation to study carefully the demand for this product; the influences changing the demand, such as price changes, substitutes, advertising, quality and attractiveness of product to be sold; also where the greatest demand is located and various fluctuations in demand, both from seasonal and other causes. In the same way, the question of potato supply will be taken up and the competing areas and other supply factors will be studied. The methods of distribution and their relative efficiency will likewise be examined carefully. The question of transportation, financing, and such subjects closely related to the marketing of the potato will also be studied.

It is proposed by specialists of the Experiment Station to conduct, in the near future, similar studies of the fruit and sweet potato industries of New Jersey.

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STANDARDIZATION OF CONTAINERS IN MEAT PACKING INDUSTRY

During the past fiscal year the Live Stock Division of the Federal Bureau of Agricultural Economics, assisted the meat packing industry of the country in its effort to standardize shipping boxes, lard containers and tins for canning meats. Previous to the undertaking practically no two packing firms used the same sized containers for packing their products. Considerable progress has been made toward the adoption of uniform packages, especially among the larger packers.

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NORTH CAROLINA CREDIT UNION EXPLAINED IN BULLETIN

A rather detailed discussion of the North Carolina Credit Union is given by Fred R. Yoder, Specialist in Rural Credit, State Division of Markets and Rural Organization, Raleigh, N. C., in a bulletin recently issued on that subject. The bulletin was prepared primarily to explain "how the North Carolina Credit Union can help individuals improve their credit standing and get cheaper credit."

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NEW ENGLAND RESEARCH COUNCIL HOLDS FIRST BUSINESS MEETING

The first real business meeting of the New England Research Council of Marketing and Food Supply, which has its headquarters in Boston, Mass., was held at Springfield, Mass., September 19. W. A. Schoenfeld, Director of Marketing Research, Federal Bureau of Agricultural Economics, attended the meeting.

VALIDITY OF BY-LAW FORBIDDING TRADING WITH NONMEMBERS

Chapter 233 of the laws of Minnesota for 1921 declares that a by-law of a live-stock exchange maintaining a place of business for its members where live stock is bought, sold, or exchanged, which prohibits members from buying, selling or exchanging live stock with nonmembers, is contrary to public policy, and shall be null and void.

In *Grisim v. South St. Paul Live-Stock Exchange*, 183 N. W. 729, it appeared that the South St. Paul Live-Stock Exchange had a by-law which forbade its members to trade with nonmembers. The plaintiff in the case was a member of the Exchange and dealt with nonmembers. The Exchange sought to collect a fine from the plaintiff for a violation of the by-law involved. The plaintiff brought suit to restrain the Exchange from the collection of the fine. In holding in favor of the plaintiff, the Supreme Court of Minnesota declared the by-law invalid as in conflict with the statute quoted above. The Live-Stock Exchange attacked the statute on the ground that it was unconstitutional. The Supreme Court in overruling this objection held that it was a proper exercise of the police power of the State. Among other things it was urged by the Exchange that the statute operated to deprive its members of property without due process of law through impairing the value of a membership in the Exchange. The Supreme Court held that this point was not well taken and called attention to the fact that if the value of a membership in the Exchange was impaired through dealings with nonmembers, undoubtedly members would voluntarily refrain from dealing with nonmembers since it would be to their financial interest to do so.

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NEW YORK STATE APPLE GRADING LAW TO BE STRICTLY ENFORCED

Enforcement of the State apple grading law, particularly in respect to apples packed in bushel baskets, is being undertaken by the New York State Department of Farms and Markets, Albany, N. Y. An apple packing demonstration will be held soon in the orchards of one of the large apple producers near Garland, when explicit information will be given by representatives of the State Department, regarding the packing of apples in bushel baskets so as to conform with State requirements. Some attention will be given also to packing in barrels. Complaints have been received by the Department that "the practice of packing and misbranding all grades regardless of quality has become the common custom."

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STATE-WIDE SWEET POTATO GROWERS' ORGANIZATION FOR LOUISIANA

Louisiana sweet potato growers are contemplating a State-wide organization for the marketing of sweet potatoes and sweet potato products. A. G. Hamilton, Marketing Specialist, Louisiana State University, Baton Rouge, La., along with other extension workers, is assisting the growers in establishing their organization along sound cooperative marketing principles.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced:

S. 3989, by Mr. Harveld of Oklahoma, to appropriate \$500,000 for the purchase of seed grain to be supplied to farmers in the crop failure areas of the United States.

H. R. 12577 by Mr. Sears of Florida, provides for an appropriation of \$200,000 for the purpose of extending the Market News Service of the Department of Agriculture by telegraph to Virginia, North Carolina, South Carolina, Alabama, Georgia, Louisiana, Florida, Tennessee, Texas and Mississippi.

Bills and resolutions upon which action was taken:

H. R. 11843, providing for the regulation of grain future exchanges, has been passed by both houses, and will now be sent to the President for signature.

Senate Resolution 341, providing for the investigation of the subject of Crop Insurance, has been adopted by the Senate.

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NEW MEXICO WOOL GROWERS TO REORGANIZE

The New Mexico Wool Growers' Association is planning a complete re-organization which will include in its objects the cooperative storing, grading, and handling of wool, according to a report by C. A. McNabb, Extension Agent in Marketing, State College, N. M., who has kept in close touch with the activities of this organization. The proposed plan calls for the organization of local associations which will ultimately be united into a State-wide federation. It is proposed to establish the first local in the Roswell-Carlsbad-Vaughn community where from two to three million pounds of wool are produced annually.

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PEACH REPORTS ISSUED FROM FEDERAL OFFICE AT ROCHESTER, NEW YORK

The Rochester, N. Y., office of the Federal Bureau of Agricultural Economics opened September 11 with the issuing of daily reports on peaches. Information relative to conditions in the larger markets is received by wireless from the Washington headquarters, and to it are added reports on local prices and movements of peaches. Later it is planned to issue similar reports on apples, potatoes and other crops. During the height of the season about 5,500 growers and dealers are furnished with these daily bulletins.

PROPOSED HAY GRADES FAVORABLY RECEIVED AT FIRST HEARING

The proposed Federal hay grades were favorably received by the seventy-five representatives of the trade and other interested persons attending the first hearing on the grades at New York City last week. The hearing was held in order to offer an opportunity to the trade to discuss the various matters pertaining to the grades and to offer suggestions relative to their construction and limitations. By means of an extensive exhibit, representatives of the Federal Bureau of Agricultural Economics carefully explained the actual grade factors entering into the tentative grades for timothy hay, clover hay, timothy and clover mixed hay, mixed grass hay, and timothy and grass mixed hay.

It was apparent that the representatives of the hay interests present are desirous of the establishment of uniform grade standards in order that they can insist upon farmers producing hay to conform to market requirements.

It is proposed to give demonstrations of the grades this winter at Cornell University, Ithaca, N. Y., before the students, and in connection with farmers' short courses.

Three railroads have approached the hay specialists of the Federal Bureau in regard to equipping demonstration cars in order to further demonstrate the practicability of the proposed grades.

Following the promulgation of Federal hay grades, an inspection service on hay will be established by the Federal Bureau.

The second hearing on the proposed grades will be held in Chicago, September 27 and 28. A final hearing will be held in Washington, D. C., at a date to be announced later.

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G. O. GATLIN VISITING SOUTHERN STATES

G. O. Gatlin of the Division of Agricultural Cooperation, Federal Bureau of Agricultural Economics, is spending about three weeks in Tennessee, Arkansas, Georgia and Florida, conferring with State marketing men, directors of extension, and others, relative to the progress being made in marketing work in those States. Mr. Gatlin is also gathering data on the marketing, distribution and organization activities of the sweet potato growers in that section.

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NEGRO EXTENSION WORKER STUDIES FEDERAL MARKETING METHODS

J. B. Pierce, in charge of Negro extension work in Maryland, Virginia, West Virginia, North Carolina, South Carolina, Tennessee, Kentucky and Arkansas, with headquarters in Hampton, Va., is spending a week in the Washington offices of the Federal Bureau of Agricultural Economics, informing himself as to certain marketing problems which will be applicable to the people of his race.

STATE AND FEDERAL MARKETING ACTIVITIES

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September 27, 1922.

SEP 29 1922

Vol. II, No. 39

OCTOBER PROCLAIMED APPLE CONSUMPTION MONTH IN VIRGINIA

An elaborate campaign for increasing the consumption of Virginia apples in Virginia is being worked out by J. H. Meek, Director, State Division of Markets, Richmond, Va. A state-wide program is being developed in accordance with suggestions made by the Governor of the State, who on September 15 issued a proclamation designating October as "Virginia Apple-Consumption Month." In the proclamation the Governor urges the people of the State to recognize National Apple Day, Tuesday, October 31, and National Apple Week, October 31 to November 6. In his proclamation the Governor says:

"Consumers are urged to take advantage of the opportunity by using and storing apples and apple products in as large quantities as their individual facilities will permit." He also urges grocers, merchants, hotel and restaurant keepers to feature apples and apple products in their daily activities.

Under the leadership of Mr. Meek a meeting was held in Richmond recently for the purpose of working out the details of the campaign. A committee of five was appointed, with the Director of Markets as chairman, to develop a program and to see that it is carried out. It is expected that producers, transportation interests, commission men, brokers, whole-sale grocers, retail grocers, hotel men, restaurant men, consumers and others will take an active part in the effort to increase the consumption of apples.

Consumers are urged to call for Virginia apples, to use such apples in as large quantities as possible, to buy by the barrel or bushel, and to can and preserve for future use.

Schools, chambers of commerce, newspapers, State, county and city departments and institutions are being urged to hold contests and award honors for the best exercises, papers and articles dealing with the subject of "The Virginia Apple and Its Use." It is proposed that attention be called to the delicious flavor of the Virginia apple and to arrange exhibits indicating the food value of the article.

Director Meek is preparing material suitable for use in the newspapers of the State, in schools, and in the various local organizations of producers and consumers.

Miss C. Grolinger,
Library, Dept. of Agr.,
Washington, D. C.

CONSUMERS' MARKETING PROBLEMS TO RECEIVE ATTENTION IN NEW YORK

As a step towards solving some of the consumers' marketing problems in New York, the State Department of Farms and Markets, Albany, N. Y., through its Bureau of Markets and Storage, is working on a proposition for the establishment of a distinct organization or agency within each city, whose chief purpose shall be to give attention to the improvement of existing marketing conditions. The plans provide for the creation in each municipality of an agency to be known as the "Consumers' Market Bureau," which shall be made up of marketing representatives of the city, State and Federal Governments and of representative citizens. The plans provide that the organization shall have a board of directors, an advisory council, and a paid trained manager. The functions of the Consumers' Market Bureau are tentatively listed as follows:

- (1) To bring about the improvement and cheapening of methods of handling food within the city.
- (2) To correlate demand with supply to the end that more efficient and complete distribution of the products of New York State may be effected and local consumers better supplied with products in season.
- (3) To serve as a local clearing house for marketing information and to receive and act on complaints of consumers in reference to malpractices of the purveyors of food.
- (4) To give assistance in the establishment and management of city public markets.
- (5) To aid in the enforcement of State laws within the city.
- (6) To coordinate the marketing activities of the city and State where they are working along similar lines.
- (7) To supply local market news service covering public markets and other markets in the city for use of the consumer and producer through the city press.
- (8) To gather wholesale and retail prices for use of the State Bureau of Markets and Storage in its market reporting service.
- (9) To cooperate with the various State and city agencies in all movements for educating the consumer along marketing lines.
- (10) To work with the Farm and Home Bureaus in bringing about a better understanding between city and country people.

In order to test the practicability of the undertaking, the State Department is proposing to try out the plan in Albany, N. Y. A survey will first be made to determine what has been done by the City along marketing lines, and to get in touch with the various agencies which have been or are active along these lines. The proposed plan of organization will then be presented to them, discussed and revised to suit existing conditions.

From the survey made it will be possible to choose major marketing problems upon which the organization shall work during the year. The projects suggested as worthy of study in Albany are: (a) the local market news service; (b) the public market; and (c) source of food supply. Following such studies, it is thought that the information secured will make it possible for the Consumers' Market Bureau to offer definite recommendations for improving the conditions as found.

STATE MARKETING OFFICIALS IN SOUTH CONTEMPLATE DIVISIONAL ORGANIZATION

In an effort to organize the marketing officials of the Southern States into a branch of the National Association of State Marketing Officials, T. R. Bolin, State Marketing Agent of the Texas Markets and Warehouse Department, Austin, Tex., has sent letters to the official marketing agencies in Alabama, Arkansas, Florida, Georgia, Mississippi, Virginia, and Louisiana, urging their consideration of such a measure and suggesting a conference in New Orleans or some other central point for the purpose of outlining definite recommendations to be submitted to the annual meeting of the National Association to be held in Chicago this winter. Mr. Bolin states that much interest is being shown and that indications point to a well attended meeting some time in November.

In commenting upon the need of a divisional organization, Mr. Bolin says: "In the South we have ten marketing problems to the one that confronts our Northern and Eastern co-workers in marketing, and yet last winter at the annual meeting little or no emphasis was placed on our problems in the many very splendid addresses that were delivered. The coming winter I hope to see the marketing officials in convention urge the further extension of the Government leased wire service to our Southern States. In this way information on competing States in the South that very largely use the same markets will be immediately available and will greatly aid in a better distribution of supplies. This is one of the measures which I hope to have the Southern officials as a branch of the National organization carry to Chicago this winter for consideration."

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NEW ENGLAND RESEARCH COUNCIL CONSIDERS PROPOSED MARKETING STUDIES

At the business meeting of the New England Research Council on Marketing and Food Supply, held at Springfield, Mass., September 19, attention was given especially to a discussion of the economic studies in the marketing of agricultural products now in progress or contemplated by the different agencies forming the membership of the Council. A list of the various studies, as submitted by the members, shows that five of the agencies are interested in an economic study of the marketing of milk; four in a potato marketing study; two in an onion study; two, apples; two, maple products; three, tobacco; and four in a study of Boston's food supply and marketing facilities. Additional studies along other lines were also submitted by the members.

The purposes of the Council are to coordinate these research studies; to stimulate interest in various marketing activities; and to channel the methods for conducting the studies.

Dr. K. L. Butterfield, President of the Massachusetts Agricultural College, is Chairman of the Council, and Eldon C. Shoup, Junior Assistant Agricultural Economist, Federal Bureau of Agricultural Economics, is Executive Secretary of the Council, the headquarters of which are located in Room 404 Appraisers Building, Boston, Mass.

NEW GRAIN FUTURES ACT BECOMES EFFECTIVE NOVEMBER FIRST

The Grain Futures Act, signed by the President September 21, providing for the supervision by the Secretary of Agriculture of the trading in grain futures by the grain exchanges in Chicago, Minneapolis, Duluth, Kansas City, St. Louis, Toledo, Milwaukee, San Francisco, Los Angeles, and Baltimore, becomes effective November 1, 1922.

The new law takes the place of the regulatory provisions of the Future Trading Act of August 24, 1921, which was declared unconstitutional by the Supreme Court of the United States in May, 1922. The new law, which is in substance the same as the old, is based on the power of Congress to regulate interstate commerce, while the former statute was based on the taxing power of Congress. The law does not interfere with hedging transactions on the boards of trade, nor with ordinary speculation in the buying or selling of contracts for future delivery. However, evidence of undue manipulation or attempts to corner the market, or of the dissemination of false or misleading information about crop or market conditions by members of the exchanges would be inquired into and promptly dealt with as required by the law. The exchanges are prohibited from discriminating against cooperative associations of grain producers which may desire membership in order to obtain the use of the facilities of the grain exchanges. The new law gives the Secretary of Agriculture authority to examine the books and records of the members of the exchanges and to require such reports as may be necessary to carry out its provisions.

Commenting upon the new act, Secretary of Agriculture Wallace said: "The reports that this law will put the grain exchanges out of business or interfere with their legitimate functions are without foundation. It will not interfere with the proper operation of such exchanges. No one will be persecuted. No proper business will be harassed. The law gives us an opportunity to observe and inquire into the operations on grain exchanges and to put a stop to improper practices, if such exist. It gives opportunity to study this whole system of registering prices of grains. In a year or so we should be able to speak with authority concerning grain exchange dealings. Nobody can do that now."

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LEGALITY OF STANDARD CONTAINER LAW IN TEXAS

The Attorney-General of Texas in an opinion regarding the legality of the Texas law for standard containers for fruits and vegetables, which law was recently attacked, spoke as follows:

"The State may legally adopt standard containers for packaging of fruits and vegetables grown in the State and may prescribe the containers' size and shape by penal provisions. The State may legally require the use of such containers. It may prohibit the manufacture of containers which are not standard. It may prohibit importation of non-standard containers. It may prohibit use of non-standard containers which have been imported. The State may legally establish standards of grades or quality for produce grown within the State. The State may legally pass an inspection law to enforce such standards."

MILK-MARKETING STUDY TO BE MADE FOR PHILADELPHIA AREA

At a conference held in Philadelphia, Pa., September 25, attended by State and Federal marketing officials, plans were made for conducting a study of the marketing of milk in the Philadelphia area. The study, which will be similar to those now under way in New York State and Massachusetts, will be made by Dr. Frank App, Secretary of the New Jersey Federation of the County Boards of Agriculture, and also connected with the State Bureau of Markets and the State Experiment Station. Among those interested in the proposed study who attended the Philadelphia conference, the following are noted: R. L. Watts, Director of the Pennsylvania Experiment Station; Fred Rasmussen, Secretary of the Pennsylvania Department of Agriculture; C. A. McCue, Director of the Delaware Experiment Station; T. B. Symons, Director of the Maryland Extension Service; A. L. Clark, Chief, New Jersey Bureau of Markets; W. A. Schoenfeld, Director of Marketing Research, Federal Bureau of Agricultural Economics; and Roy C. Potts, in charge of the Division of Dairy and Poultry Products of the Federal Bureau.

A number of agencies in different parts of the country have expressed an interest in these milk-marketing studies which the Federal Bureau is co-operating in conducting.

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WISCONSIN TO PROSECUTE A FARMERS' COOPERATIVE ASSOCIATION

The Wisconsin Department of Markets, Madison, Wis., has brought charges of unfair methods of competition against a cooperative association of six thousand farmers in Southern Wisconsin. Hearing on this action will begin October 2, to determine whether the association shall be ordered to retrench from the service charge contract which it is now making with dealers. It is alleged that the association, under threat of withdrawing the milk supply from a dealer, requires him to enter into an agreement which obligates him to pay to the farmers' association a so-called "service charge" in addition to the price he pays for milk purchased from farmers outside of the organization. This service charge the complaint says, was fixed at 25 cents in June, 50 cents in July, 75 cents in August, and 80 cents in September, on each 100 pounds of milk.

The State Department of Markets contends that this "service charge" is unfair, representing merely a discrimination against farmers outside of the cooperative marketing organization, and prohibits them from receiving as much for their milk as do the members of the association.

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QUARTERLY WOOL STOCK REPORTS APPEAR AGAIN

The issuing of the Quarterly Wool Stock Reports was resumed September 25, when a report was released covering the wool stocks for June 30, 1922. This report, which was discontinued September of last year, is now being issued jointly by the United States Bureau of the Census and the United States Bureau of Agricultural Economics.

EFFORT TO BE MADE TO IMPROVE STANDARD OF WISCONSIN EGGS

The establishment of a system of State-wide grading and branding of eggs is to be undertaken by the State Department of Markets, Madison, Wis. A recent investigation of the methods of handling eggs by the various dealers in the State showed no uniformity in grading or in methods of packing. It was also found that due to this fact Wisconsin eggs had a bad reputation on the outside markets. Market officials report that because some of the best and some of the very worst eggs received on the central markets are shipped from this State, receivers look with considerable suspicion upon Wisconsin shipments unless they are personally acquainted with the shipper and know the grade of eggs he packs.

In order to assist the egg producers of the State to compete with shipments sent to the larger markets from other States, the Department is recommending the establishment of a State-wide egg-and-poultry dealers' association. Through such an organization it is thought that uniform grading and packing rules can be put into effect.

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CERTIFIED SEED WHEAT IN MISSOURI HAS READY MARKET

Many requests for good seed wheat are being received daily from millers, seedsmen, county agents, farmers, and others, at the office of R. T. Kirkpatrick, Seed Marketing Specialist, located in Columbia, Mo. Mr. Kirkpatrick was assigned by the State Marketing Bureau to assist the Missouri Corn Growers' Association and the State College of Agriculture in certifying seed wheat this year. Approximately three times as much approved seed wheat is available for planting by Missouri wheat growers for the 1922 wheat-growing season as was available in 1921. Four hundred and fifty fields of seed wheat were inspected in 48 counties this year as compared with 205 fields in 29 counties last year. Approximately 6,083 acres of wheat were approved in the field as compared with 2,016 acres the previous season. A list, published by the three cooperating agencies, shows that over 33,000 bushels of wheat passed the rigid inspection both in the field and in the laboratory and are offered for sale by farmers of the State.

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SERIES OF MARKETING SCHOOLS TO BE HELD IN OREGON THIS WINTER

Plans are being made by the Extension Service of the Oregon State College of Agriculture, Corvallis, Ore., to hold a series of marketing schools throughout the State this winter. It is proposed to assist both producers and consumers by giving them a better understanding of the cooperative method of marketing farm products. By citing examples from the actual experiences of existing cooperative organizations, the Extension Specialists believe that the subject can be presented to the producers in such a way as to set forth clearly the principles of cooperative marketing.

EXAMINATION ANNOUNCED FOR ASSISTANT MARKETING SPECIALIST

An examination for Assistant Marketing Specialist (Cost-of-Marketing Investigations) is announced by the United States Civil Service Commission for October 18. Vacancies in the Federal Bureau of Agricultural Economics, at entrance salaries ranging from \$2,100 to \$3,000 a year, will be filled from this examination. The examination will be based on practical questions relating to cost-of-marketing studies in the field; on a thesis or discussion on either of the following subjects, "A detailed outline for a study of the cost of marketing some agricultural products," or "The presentation of cost-of-marketing statistics;" and upon education and experience. Applicants must show graduation from a college, university, or technical school of recognized standing, followed by one year of graduate study of economics and related subjects, including courses in accounting and statistics. A year's experience as an accountant is also required.

Further information may be obtained from the United States Civil Service Commission, Washington, D. C.

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RADIO MARKET NEWS SERVICES GROW IN OHIO AND PENNSYLVANIA

The Ohio Division of Markets and Marketing, Columbus, Ohio, is extending its activities by cooperating with various broadcasting stations in the State in the dissemination of market reports by radio. At a meeting held recently in Cleveland, the State Division made arrangements with the Union Trust Company of Cleveland for a program of market reports to be broadcast from the transmitting station of this bank. This is an example of the type of service work which some of the large and influential banks of the country are undertaking.

Arrangements are being made by the State Bureau of Markets, Harrisburg, Pa., to issue market reports by radio from its branch office in Erie, Pa. These reports will be in addition to those now being broadcast from the Philadelphia and Pittsburgh stations.

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NEW YORK STATE MARKETING OFFICIAL RESIGNS

Herschel H. Jones, who for the past three years has been Director of the New York City branch office of the New York State Department of Farms and Markets, has tendered his resignation, effective October 1, to enter business for himself. Mr. Jones proposes to organize a new marketing service which will act as a selling agency for the standardized farm products put out by farmers' marketing associations and other shippers.

During his connection with the State Department of Farms and Markets Mr. Jones did much to develop a market news service for the State whereby producers and consumers could keep informed of the true market conditions throughout the country.

STUDY PROPOSED OF THE DAIRY MARKETING SITUATION IN TEXAS

L. B. Gabbard, Farm and Ranch Economist, Agricultural and Mechanical College of Texas, College Station, Tex., is considering a study of the dairy marketing situation in Texas. In discussing the need for such an investigation, Mr. Gabbard says: "Not because Texas is a dairy State, but for the very fact that for the most part it is a deficit milk-producing State. Very little has been done, so far as I know, in an organized and constructive way to study and understand the problems and possibilities of this enterprise in Texas. Such an investigation should contribute valuable information not only to Texas, but to the industry as a whole."

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MINNESOTA GROWERS URGED TO GRADE THEIR POTATOES

The need for carefully grading potatoes this year before placing them on the market is the theme of the September 8 issue of the Potato Digest, the official bulletin of the Minnesota Potato Exchange. The leading article, "Let's Get Busy Grading," was written by Hugh J. Hughes, State Director of Markets, St. Paul, Minn., and sets forth in a direct manner the results to be expected from marketing graded and ungraded stock. "Common Errors in Grading" is the subject of an article by S. D. Watson, State Inspector of Fruits and Vegetables. One full page of the publication is given over to the opinions of buyers throughout the country regarding the importance of grading potatoes to conform strictly to the United States No. 1 grade.

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IOWA EXTENSION SERVICE PLANS A RADIO MARKET NEWS SERVICE

The Extension Service of the Iowa State College of Agriculture, Ames, Iowa, is considering installing a drop of the Federal leased wire at Ames, from Omaha, in connection with its plans to develop the market news service of the State. The Government market reports received over the leased wires would then be given further distribution over the State by means of the radio. With the development of this service it is proposed to make the Iowa Extension Service the market news center of the State.

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NEW JERSEY SHIPPERS FAVOR STATE INSPECTION SERVICE

Four organizations and several individual shippers have adopted the State and Federal food products inspection service in New Jersey which the State Bureau of Markets, Trenton, N. J., was instrumental in establishing. These shipping agencies, at a recent conference, gave their unanimous vote of confidence in the new service. They report that easier sales and better prices have resulted from the inspection service and that sales rejections have been reduced to a minimum.

EGG-STANDARDIZATION CAMPAIGN IN MISSOURI GIVEN WIDE PUBLICITY

During the month of August, egg producers in 47 Missouri counties were given an opportunity to learn how to candle and grade their eggs for market under the direction of the egg-standardization specialists of the State Marketing Bureau, Jefferson City, Mo. Much publicity was given to these demonstrations. One hundred and forty-four articles on the egg program alone appeared in the newspapers in 68 counties during the month. These articles represented 1,087 inches of space, which averaged 16 inches per county. D. C. Rogers, Associate State Marketing Commissioner, states that not a word of criticism regarding the egg-standardization work appeared in the entire mass of publicity matter.

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NEW PUBLICATION ON WHOLESALE DISTRIBUTION OF FRUITS AND VEGETABLES

"Wholesale Distribution of Fresh Fruits and Vegetables" is the subject of a book issued under date of July, 1922, by the Joint Council of the National League of Commission Merchants of the United States. R. G. Phillips, Secretary of the International Apple Shippers' Association, prepared the material for the book, assisted by Samuel Fraser. The publication, which is statistical in nature, is based on the results of a survey of the wholesale distribution made by the Joint Council for the season 1920-21. The book is published by the Fish-Lyman Company, Inc., Rochester, N. Y.

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BULLETIN FOR WISCONSIN BEEKEEPERS

"Grading and Marketing Wisconsin Honey" is the subject of a nineteen page bulletin published by the Wisconsin Department of Markets, Madison, Wis. This bulletin was prepared by B. B. Jones, in charge of the standardization and inspection work in Wisconsin, and C. D. Adams, State Honey Grading Supervisor. The first part of the bulletin deals with the grades for honey as established and enforced by the State Department of Markets, while the second part gives information to help beekeepers in marketing the crop.

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ADDITIONAL PUBLICATIONS ON CONSTRUCTION OF RADIO RECEIVING SETS

Two additional radio publications in the series of semi-technical pamphlets on the construction of radio receiving sets have been prepared by the Bureau of Standards, United States Department of Commerce. These publications, issued jointly by the Bureau of Standards and the Bureau of Agricultural Economics, are entitled, "Description of Fixed Condensers Used with Simple Homemade Radio Receiving Sets," and "Description of a Loading Coil Used with Simple Radio Receiving Sets."

COOPERATIVE MARKETING MAKING HEADWAY IN OREGON

Effort is being made by R. S. Besse, Specialist in Marketing and Organization, Oregon Extension Service, Corvallis, Ore., to render any assistance possible to promote the success of the cooperative marketing associations now in active operation in the State. The commodity type of organization, on a State-wide basis, is receiving special attention. Associations have been formed for the marketing of grain, fruits and vegetables, eggs, hay, wool and mohair. The members are bound by contracts to deliver all of their products handled by the association for a period covering from three to five years. While there have been a number of violations of these contracts, and various schemes have been devised to evade their terms, the courts of Oregon have pronounced the contracts sound and binding, and the associations are continuing to operate and improve their services.

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EXISTING PRODUCERS' ORGANIZATIONS IN NEW MEXICO TO BE REVIVED

Considerable attention is being given by C. A. McNabb, Agent in Marketing, State College, N. M., to stimulating existing producers' organizations with a view to placing them on a better working basis. In some instances dissatisfaction among members has been caused by inadequate office management, such as carelessness in keeping accounts, or slowness in settlement of pools. Mr. McNabb is endeavoring to instill new life and confidence into the cooperative organizations by improving the business policies of the associations.

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MISSOURI RADIO MARKET REPORTS HEARD IN TWENTY-ONE STATES

The market reports broadcast five times daily from the powerful transmitting station installed by the State Marketing Bureau, Jefferson City, Mo., have been heard in twenty-one States, according to a statement issued by D. C. Rogers, Associate State Marketing Commissioner. The State Bureau has been notified that receiving stations as far south as Laredo, Tex., and as far north as points in New York State have been able to take the market reports.

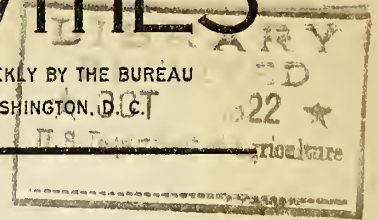
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LONDON REPRESENTATIVE OF FEDERAL BUREAU RETURNS TO UNITED STATES

E. A. Foley, the London representative of the Federal Bureau of Agricultural Economics, as Agricultural Trade Commissioner, recently returned to the United States where he will spend two months writing various reports and bulletins and getting in closer touch with the different activities of the Department. He plans to visit some of the Bureau's field offices and to confer with officials of some of the large farm organizations and large exporting firms.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D.C.



October 4, 1922.

Vol. II, No. 40.

MARKETING RESEARCH STUDIES TO BE CONDUCTED IN VERMONT THIS YEAR

The cooperative method of marketing farm products will be given considerable attention by the State Department of Agriculture, Montpelier, Vt., during the coming year. In planning its investigational work, the State Department has decided to confine its studies to the cooperative marketing of dairy products, maple products, and certified seed potatoes.

In the first mentioned study, consideration will be given to the practicability of recommending the consolidation of local cooperative creameries into a State-wide federation to insure a more profitable system of marketing their products. One object of the study will be to assist in establishing prices for milk on the basis of supply and demand, and with definite relation to the principal milk products, butter and cheese.

A study of the production, standardization, grading and packing practices used in the maple sugar and maple syrup industry of the State will be made, preparatory to aiding in the organization of local associations of maple products producers which would have representation in a State maple-products exchange.

Work on the standardization, grading and marketing of seed potatoes will be the object of the third study. In connection with this study, the effect of advertising to increase the demand for certified seed potatoes, will be given consideration.

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TRAINING SCHOOL FOR HAY INSPECTORS PROPOSED

The final hearing on the tentative grades for timothy, clover and grass hays and their mixtures, recently prepared by the Bureau of Agricultural Economics, will be held in Washington, D. C., on October 12. The work of revising the grades will be begun immediately after this hearing and it is expected they will be issued in final form about November 1.

In order that actual inspections may begin as soon as possible after the final promulgation of the grades the Bureau is now arranging to appoint inspectors in cooperation with the hay exchanges in several of the markets where these hays form the bulk of the receipts. These inspectors will be required to take a course of training in the use of the grades, covering a period of four or five weeks at the Bureau Hay Laboratory at Alexandria, Va., before they will be permitted to begin actual inspections. It is expected that this training school will begin about October 30 next.

PERISHABLE CROP MARKETING CONFERENCE FOR SOUTHERN GROWERS CALLED

A conference of Southern fruit and vegetable growers has been called by the extension divisions of the colleges of agriculture of several Southern States and by the heads of some of the leading cooperative marketing associations in that section, to meet at Birmingham, Ala., October 13, for the purpose of giving more careful consideration to the organization and successful operation of cooperative associations for the marketing of fruits and vegetables grown in the South.

Invitations to attend the conference have been sent to directors and marketing specialists of the extension divisions of the agricultural colleges, representatives of the State departments of agriculture and bureaus of markets, producers and agricultural leaders interested in marketing fruits and vegetables in the Southern States, officers of State farm bureaus, and others.

The purpose of the conference will be to consider any matters that may concern the welfare of the producers of perishable crops and their cooperative associations. If possible, it is intended to determine particularly what may be done toward establishing a national distributing agency in order that the ruinous competition between the different sections of the country may be eliminated.

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POULTRY GRADES ESTABLISHED IN GEORGIA

The grades for poultry, which were established at a recent meeting of Georgia poultrymen and members of the trade, are given in the September 28 issue of the Market Bulletin, published by the State Bureau of Markets, Atlanta, Ga. In commenting upon the grades, the State Bureau said: "The need for these standard grades has been apparent both to the buyer and seller and should encourage the breeding and marketing of better stock, it being shown that a hen weighing four pounds or over will bring two cents a pound more than the ordinary hen. It costs no more to produce this better stock.....This season a number of cars of poultry were gathered and most successfully marketed at widely scattered points from the mountains of North Georgia to the seacoast, thus indicating a State-wide interest in the development of this important branch of our agricultural industry."

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NEW ENGLAND CROP REPORTING SERVICE TO BE EXTENDED

E. V. Sanders, New England Crop Statistician, located at Wakefield, Mass., is planning to further serve the New England interests by extending the regular crop-reporting service and by carrying on educational work in connection with the use of crop reports. He plans during the coming year, to make a survey of the commercial apple crop of each New England State and to show as nearly as possible the exact size of the crop. "A census of the Massachusetts cranberries" will be taken to show the acreage now in bearing condition and the amount of bogs with each class of flowage facility. Plans are also being made for a more detailed reporting service for New England live stock.

MARKET REPORTS ADVERTISED AT NEW YORK STATE FAIR

Considerable publicity was given at the New York State Fair this year to the market-news service maintained by the State Department of Farms and Markets, Albany, N. Y. Handbills were passed out calling attention to this particular service rendered by the State Department for farmers. On the reverse side of the sheet, the day's market report was printed. This was an exact duplicate of the market report as carried in one of the Syracuse daily newspapers. The handbill, under the slogan, "Know Your Markets," urged farmers to watch the trend of market supplies and prices by reading the reports issued by the State Department of Farms and Markets. These reports, it was stated, are wired to every important daily newspaper in the State for publication.

The daily market report itself was not only passed out at the exhibit booth of the Department but was also supplied to all the farm bureau exhibits and in addition was given wide dissemination among the crowds by passing it out to the people as they boarded the trains and cars bound for the Fair, and by hanging up bunches for free distribution in all the buildings. The radio broadcasting schedule for market reports was printed in form available for distribution from the Department's booth.

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RHODE ISLAND STATE COLLEGE TO CONDUCT MARKETING RESEARCH STUDIES

The marketing research studies which the Rhode Island State College, Kingston, R. I., is interested in, include an investigation of the handling of perishable products in the markets of Rhode Island, especially in Greater Providence, with its large industrial population. Work has already been commenced on this project.

Plans are being formulated for a study of the methods used in producing and distributing milk in the State of Rhode Island. One of the objects of this study will be to make a comparison between the profits resulting from the prevailing wholesale and retail methods of selling milk. Another study for which plans are being completed is the relation of roads and road building to the marketing of farm products. Among the other studies in the field of agricultural economics contemplated by the College, is included a survey of the rural credit system in the State.

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MISSOURI STATISTICS PUBLISHED IN NEW BULLETIN

"Missour Farm Facts and Figures" is the title of a new bulletin of 80 pages being distributed by the Missouri State Board of Agriculture, Jefferson City, Mo. Although dated December, 1921, the bulletin contains crop reports up to July, 1922. The statistical material was prepared by E. A. Logan, Federal Agricultural Statistician for Missouri, and Jewell Mayes, Secretary of the State Board of Agriculture.

MICHIGAN GRAPE GROWERS STANDARDIZING THEIR PRODUCT

The Michigan Bureau of Foods and Standards, Lansing, Mich., is devoting considerable time to the grape growers of the State and helping them to place a uniform, standard product on the market. With the promulgation of State grades for grapes, an inspection service has been established. Seven inspectors, whose salaries and expenses are being defrayed by the growers themselves, have been placed at the principal shipping points in the State, and under the direction of a Supervising Inspector furnished by the Bureau of Foods and Standards, are enforcing the new State grades. According to W. P. Hartman, Director of the State Bureau, the growers this season are very desirous of placing a pack on the market that can be relied upon as to quality.

Independent growers, growers' associations, and other shippers in the grape belt have contributed to a fund of \$25,000 for advertising the "Michico" brand of grapes. As the result of the establishment of State grades and an inspection service, and of the development of systematic advertising, Mr. Hartman is of the opinion that Michigan grapes will be placed on the markets to stay.

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OKLAHOMA AGRICULTURAL COLLEGE HAS COTTON EXHIBIT AT STATE FAIR

An exhibit illustrating various phases of the cotton industry was prepared for the Oklahoma State Fair, Oklahoma City, September 23-30, by specialists of the State Agricultural and Mechanical College, Stillwater, Okla., with the cooperation of the Oklahoma Cotton Growers' Association. One feature of the display was a cotton gin in operation which clearly demonstrated how carelessness in operating the gin results in gin-damaged cotton. Cotton so damaged has a materially lower market value.

Several cotton mills added to the exhibit by furnishing samples showing the various stages through which cotton passes in the process of being manufactured into cloth. These samples also demonstrated the results of damage from careless handling by the grower or ginner.

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AGRICULTURAL STATISTICS FOR 1921 PUBLISHED AS YEARBOOK SEPARATES

Some of the material prepared by the Bureau of Agricultural Economics and published in the 1921 Yearbook of the United States Department of Agriculture is being reprinted in eleven Yearbook Separates. The following nine are now available for distribution: No. 867, Imports and Exports of Agricultural Products; No. 868, Statistics of Grain Crops; No. 869, Statistics of Crops Other than Grain Crops; No. 870, Live Stock; No. 871, Miscellaneous Agricultural Statistics; No. 872, The Corn Crop; No. 873, Wheat Production and Marketing; No. 877, The Cotton Situation; and No. 878, A Graphic Summary of American Agriculture. The remaining two, No. 874, Our Beef Supply; and No. 876, Cost Data for Farm Products, are still in press.

OREGON MARKETING SPECIALIST ASSISTS COOPERATIVE ORGANIZATIONS

R. S. Besse, Specialist in Marketing and Organization, Oregon Extension Service, Corvallis, Ore., who is devoting considerable time to the subject of cooperative marketing, reports that one of the biggest objections to cooperative marketing in Oregon is the slowness in making settlements for products handled through the association. This objection he is helping some of the associations to overcome.

The Oregon Grain Growers' Association has been greatly strengthened by advancing to its members 75 per cent of the value of the wheat at time of delivery. The balance is paid the member when the wheat pool is closed and the association expenses deducted. The association makes this large advance on borrowed money secured by warehouse receipts.

The Oregon Growers' Cooperative Association will pay \$50 a ton this year to prune growers at time of delivery and \$50 additional when prunes are graded, and the balance when the prune pools are closed. This advance is made to the growers from borrowed funds secured by sales contracts and warehouse receipts.

"With the solving of this problem," Mr. Besse states, "it is felt that one of the biggest obstacles in the path of cooperative marketing in this State will have been overcome."

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ARKANSAS GROWERS URGED TO FEED CULL SWEET POTATOES TO HOGS

Farmers in Arkansas are being advised by T. Roy Reid, Live-Stock Specialist, Arkansas Extension Division, Little Rock, Ark., to utilize all their sweet potato crop by feeding the culls to hogs. In an article on the subject appearing in the October number of the Arkansas Extension Cooperator, Mr. Reid says: "The increase in importance of the sweet potato as a commercial crop will no doubt cause more potatoes to be left in the field because of more rigid grading rules essential to successful marketing of the potatoes. Hogs can utilize these cull sweet potatoes to advantage....Much cheap pork can be made by properly utilizing the waste sweet potatoes this season."

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SETS OF TENTATIVE WOOL GRADES WILL BE SENT TO JAPAN

Sets of the United States tentative grades for wool will be sent to universities at Tokio and Sapporo, Japan, through the Japanese Embassy, by the Federal Bureau of Agricultural Economics. Two Japanese professors from these institutions have been in this country studying American agricultural methods and during their visit to the United States Department of Agriculture personally requested that sets of the wool grades be prepared and sent to them for use in their schools. Much interest was shown by the visitors from Japan in the various activities of the Federal Bureau of Agricultural Economics.

FEDERAL ASSISTANCE APPRECIATED IN EGG-STANDARDIZATION CAMPAIGN

J. M. Borders, Assistant in Marketing Dairy Products, Federal Bureau of Agricultural Economics, has returned to Washington after spending nearly three months in Missouri where he assisted the State Marketing Bureau, Jefferson City, Mo., in its egg-standardization and marketing campaign. At the request of the State Bureau, Mr. Borders was assigned to this work to help plan the program for conducting the campaign and to train the demonstrators who were sent all over the State in the interests of teaching better grading and better marketing practices.

In expressing his appreciation of Mr. Border's work in Missouri, Arthur T. Nelson, State Marketing Commissioner, wrote as follows: "His limitless fund of pertinent knowledge on the subject of egg standardization and marketing coupled with good judgment has been no small factor in the success which we have achieved in the egg candling and grading program..... I wish that we may always in the future be as well satisfied in cooperative programs as we have been during the period of the egg candling and grading campaign."

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STANDARDIZATION PRACTICES TO BE STUDIED BY NEW HAMPSHIRE BUREAU

The Bureau of Markets of the New Hampshire Department of Agriculture Concord, N. H., is planning to conduct a study of the packs and packages used in the larger markets of New England for the marketing of fruits and vegetables.

The study, which the State Bureau of Markets started last spring, of the buying and selling organizations operating in New Hampshire, is now completed, and the results will be published in bulletin form in the near future.

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MISSOURI APPLE GROWERS ASSISTED IN FINDING MARKETS

In an effort to help producers in the present conditions of the apple market, the Missouri State Marketing Bureau, Jefferson City, Mo., has published a list of apple growers in the State who have apples for sale. The number of barrels of apples offered for sale, also the varieties, are included in the list. This list has been sent to a large number of commission merchants throughout the United States.

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CLEMSON AGRICULTURAL COLLEGE OFFERS A MARKETING COURSE

A course in marketing is being offered this year at the Clemson Agricultural College, Clemson College, S. C. L. D. Howell, Assistant Professor of Agronomy, is teaching the course.

GOVERNMENT'S MOTION PICTURES LISTED IN NEW PUBLICATION

A new publication listing the motion picture films available for distribution by the United States Department of Agriculture has just been issued in the form of Department Circular No. 233, "Motion Pictures of the United States Department of Agriculture." Among the marketing films prepared by the Bureau of Agricultural Economics, and available for use in the field, the following are noted: "The Golden Fleece;" "Sweet Potatoes from Storehouse to Market;" "Western Cantaloupe Industry;" "Potato Industry in the California Delta Region;" "Cooperative Berry Growing;" "To Market! To Market!" "Best Breeds of Swine;" "Cotton - Ginning and Marketing;" "Cotton Manufacture;" "Wheat - Sack Handling;" "Wheat - Bulk Handling;" "Wheat - Transportation and Storage;" and "Wheat Grading Under Federal Supervision." "Production's Pulse" is the subject of a two reel film dealing with the crop reporting work of the Federal Bureau. Several of the films prepared by other Bureaus in the Department deal somewhat with marketing subjects.

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PROGRESS OF DAIRY MARKETING IN WISCONSIN

A history of dairy marketing in Wisconsin, together with plans for the further development of the industry, is outlined in Circular No. 145, entitled "Fifty Years of Dairy Progress and Plans for Fifty More," recently issued by the Extension Service of the University of Wisconsin, Madison, Wis. The cooperative method of marketing dairy products is discussed in the circular by Dr. Theodore Macklin, Professor of Agricultural Economics of the University of Wisconsin.

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MICHIGAN APPLE GRADES AVAILABLE IN PRINTED FORM

The Michigan State grades for apples, together with the marking requirements, have been printed in leaflet form, recently by the State Department of Agriculture, Lansing, Mich. The grades, established by the State Legislature of 1921, are known as, "Michigan Standard Fancy," "Michigan Standard A," "Michigan Standard B," "Michigan Orchard Run" and "Michigan Unclassified." The leaflet also contains a list of the leading varieties of apples produced in Michigan.

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PACKAGE STANDARDIZATION DISCUSSED BEFORE PENNSYLVANIA OFFICIALS

The work of the Federal Bureau of Agricultural Economics in connection with the standardization of containers for fruits and vegetables was discussed by H. A. Spilman, Investigator in Package Standardization, before a meeting of the weights and measures officials of Pennsylvania, at Harrisburg last week.

POTATO GRADING EMPHASIZED IN NORTHWESTERN STATES

The potato-growing States in the Northwest are carrying on vigorous campaigns for the better grading of potatoes. The South Dakota Department of Agriculture, Pierre, S. D., through the recently established Federal and State shipping-point inspection service, hopes to improve greatly the present potato-marketing situation and insure the placing of graded potatoes on the market. It has been suggested that South Dakota potato growers, through the use of more extensive advertising, can secure new markets for their crop.

Hugh J. Hughes, State Director of Markets, St. Paul, Minn., has been devoting much of his time and thought to the marketing of Minnesota potatoes. By personal visits and talks, and by articles prepared for the press, he is endeavoring to impress upon all potato growers in Minnesota the necessity of carefully grading their stock before offering it for sale.

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COLORADO BOYS' AND GIRLS' CLUBS INTERESTED IN RADIO DEVELOPMENT

Colorado club boys and girls are being taught the value of official market reports through the development of the radio project. Club leaders of the Extension Division of the Colorado Agricultural College, Fort Collins, Colo., are trying to interest the boys and girls in building their own radio receiving sets and thus, at a small cost, receive the market reports and other material being broadcast daily over the country. The development of this line of work, the club leaders declare, will mean that farm homes can receive the daily market and weather reports many hours before the rural districts could be reached through the newspapers.

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H. R. TOSDAL PROMOTED TO PROFESSOR OF MARKETING AT HARVARD

Professor H. R. Tosdal, who has been teaching marketing subjects at the Graduate School of Business Administration, Harvard University, has been promoted from assistant professor to professor of marketing.

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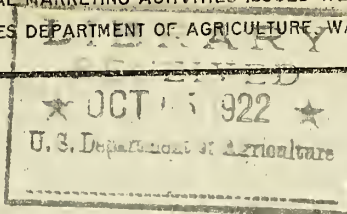
MARKETING SUBJECTS TO BE FEATURED AT BOSTON UNIVERSITY

Professor Charles Strong will return this fall to the Department of Economics of the College of Business Administration, Boston University, where he will carry on work in marketing and commercial resources.

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STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



October 11, 1922.

Vol. II, No. 41.

CONNECTICUT AGRICULTURAL COLLEGE OUTLINES MARKET RESEARCH WORK

Eight distinct market research studies are to be undertaken during the year by the Connecticut Agricultural College, Storrs, Conn. They are briefly outlined as follows:

1. Feed survey project. A comparison will be made of the trend of wholesale feed prices with the trend of wholesale prices for dairy and poultry products. Retail prices of feed will be collected, and the retail handling margins computed. Assistance will be given dealers in keeping better accounting records.

2. Egg and poultry marketing projects. A comparison will be made of the production costs and marketing methods of the various egg shipping districts in Connecticut. Information will be collected regarding egg brokerage; and egg prices for Boston, Providence, New York City and Connecticut markets will be collected and published annually.

3. Roadside marketing project. The methods and costs of operating roadside markets will be studied to determine what practices are best. In order to ascertain the consumer's attitude toward such an undertaking, the study will include an investigation of containers, sales policies, building, equipment, and advertising.

4. Public market project. This study is designed to discover the underlying principle in the successful operation of wholesale and retail public markets, by considering minimum quantities of produce necessary to justify a market, questions of location, financing, public versus private ownership, standardization of containers, rules and regulations.

5. A study of the losses resulting from the existing methods of distributing agricultural products. By this study it is expected to allocate losses to the various practices causing them.

6. Transportation project. This study will be undertaken in order to determine the comparative economy and desirability of various kinds of transportation for farm products under different conditions.

7. Apple marketing project. Present methods and costs of marketing apples will be studied to discover what varieties and what grades of apples and what kinds of containers are preferred in the market. An estimate will be made of the competition of Western boxed apples.

8. Peach marketing project. This study will be confined to the present system of marketing New Haven and Hartford County peaches, with the idea of recommending the cooperative method of marketing this crop.

POTATO-GRADING SCHOOLS BEING HELD IN MINNESOTA

One-day potato-grading schools are being held in the leading producing districts of Minnesota, by the Extension Service of the University of Minnesota and the State Department of Agriculture, St. Paul, Minn. At these meetings, which are attended by growers, shippers, county agents and other interested persons, representatives of the State Department and of the Extension Service outline the critical potato market situation and give practical demonstrations of the methods used by State and Federal food products inspectors in grading potatoes for the market.

In commenting upon the large crop of potatoes produced in the country this year, Hugh J. Hughes, State Director of Markets, recently said:

"The only hope for the prevention of a disastrous price break under these conditions is the rigid grading out and keeping at home of all inferior quality potatoes. Previous experience has shown that the culling out of one bushel in ten will make the average crop grade United States No. 1, and give the remaining nine bushels a much better chance on the market, at a price amounting to more than the entire ten bushels would ordinarily sell for."

Mr. Hughes estimates that the losses to Minnesota growers last year from lack of grading amounted to the enormous total of \$2,000,000 because of extra costs of handling, unnecessary freight, and the loss on the average price of good stock in ungraded shipments.

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STUDIES OF AGRICULTURAL COOPERATION IN DENMARK NEARING COMPLETION

Chris Lauriths Christensen, Assistant in Cooperative Agriculture, Federal Bureau of Agricultural Economics, who is studying the cooperative features of European agriculture, expects to return to the United States by the first of December. Mr. Christensen devoted about four months to the study of cooperative methods as found in Denmark. He will also collect some historical and statistical data regarding certain cooperative enterprises in Sweden, Norway, Finland, Germany, Belgium, Holland, France, and England, before returning to the Washington offices of the Federal Bureau.

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FEDERAL STANDARDS TO BE USED BY NEW YORK GROWERS' ASSOCIATION

The Federal standards for potatoes and cabbage will be used this season by the Empire State Potato Growers' Cooperative Association, Inc., with headquarters in Rochester, N. Y. The term "Empire" has been adopted as the brand name for the association, and will appear on a purple colored tag attached to each sack of potatoes grading United States No. 1. The growers' responsibility will be fixed by stamping his name on the reverse side of the tag. The association is made up of 29 locals, representing approximately one thousand growers scattered over the western New York district.

COTTON GROWERS BEING TAUGHT HOW TO VALUE THEIR CROP

Much educational work is being carried on by the Cotton Division of the Federal Bureau of Agricultural Economics in cooperation with the extension services of the colleges of agriculture in the Cotton-Belt, in an effort to teach the farmers the true value of their cotton. Cotton classers, approved by the Federal Bureau, are working in various communities, classifying the cotton according to the Government's official standards, and pointing out to the growers the qualities of high-grade cotton and showing them where-in they can improve their product. At present, eighteen classers are stationed in Texas, six in North Carolina, one in Mississippi, and one in Arkansas. The chief aim of this extension activity is to encourage the grading and marketing of cotton in accordance with the United States Cotton Standards. In many instances, farmers have suffered severe financial losses on account of not grading and preparing their cotton in a manner acceptable to the trade. By carefully studying and applying standard grades, farmers can minimize this loss.

The Government classers are demonstrating that four factors enter into the sale of cotton, namely: grade, length of staple, character, and point of origin or supposed point of origin. They are attempting to refute the general reports that certain markets can produce only cotton of a poor grade. Farmers are being shown that grades are actualities and not myths. By comparing cotton produced from pure seed with that produced from gin-run seed, farmers are learning that the first element to be considered in securing better prices, is the planting of better seed. This demonstrational work has resulted in many carloads of good seed being introduced into certain localities. As a consequence good markets have developed at points which formerly bore poor reputations for the quality of their cotton.

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SHIPPING-POINT-INSPECTION SERVICE PROGRESSING IN CALIFORNIA

Approximately 1,500 cars of fruits and vegetables were inspected and shipping-point certificates issued during the months of July and August, by the State-Federal inspection service at Sacramento, Calif. F. W. Read, in charge of the standardization work of the State Division of Markets, states that these months are normally rather inactive. Inspections made during September and October are always much heavier. Grapes and apples are the principal crops being shipped at the present time.

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NEW ENGLAND RESEARCH COUNCIL CONTEMPLATES A NEWS SERVICE FOR MEMBERS

The New England Research Council on Marketing and Food Supply, Boston, Mass., is planning a service for its members which will provide a periodic distribution of news regarding the activities of the various cooperating agencies. Such a service will tend to keep the cooperating parties in close touch with the development of the different research studies being undertaken.

MARKETING WORK OF MISSOURI EXTENSION SERVICE OUTLINED FOR YEAR

In planning for this year's work, the Extension Service of the College of Agriculture, University of Missouri, Columbia, Mo., has outlined six marketing projects which will be carried on under the direction of John Sheay, Extension Assistant Professor in Marketing. A market analysis will be made whenever a need arises for locating new outlets for farm produce. This will be done by determining (1) the volume and character of the product; (2) what are the most available markets; and (3) what market agencies now exist for distributing the product in those markets. If the existing agencies prove to be unsatisfactory after readjustments or reorganization, an examination will be made of the possibility of setting up a new agency, cooperative or otherwise, for the purpose of securing the best possible market service at minimum cost.

Special attention will be given to grain and live-stock marketing with the object in view of interesting more producers in organizing elevator companies or grain-shipping associations, and cooperative live-stock shipping associations. Where conditions warrant, assistance will be given by the marketing specialists in organizing warehouses and produce exchanges. Commodity marketing organizations will also receive help in their marketing problems.

The Extension Service is also greatly interested in better market business practices being established by the cooperative organizations. The best forms for bookkeeping records and accounts will be worked out and the associations assisted in installing the systems. The use of up-to-date office and accounting appliances will be encouraged in order to reduce the work and cost of bookkeeping, and the employment of trained bookkeepers and expert auditors urged. Sound business practices will be promoted at all times. In connection with this work, one to three-day short courses will be held for managers, directors and others interested in farmers' elevators, live-stock shipping or commodity marketing organizations.

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MARKET PRICES FOR GRAIN FOR 1920-21 COMPILED IN BULLETIN FORM

"Farm and Terminal Market Prices: Wheat, Corn, and Oats for the Crop Movement Year, 1920-21," is the subject of Department Bulletin No. 1083, just received from the press. The bulletin, which contains many tables, graphs, and maps, was prepared as a study of the marketing of the 1920-21 wheat, corn and oat crops, with the ultimate object of ascertaining a fair estimate of the average value per bushel of the entire crop rather than of a specified grade.

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REVISED LIST OF FEDERAL MARKET REPORTING STATIONS ISSUED

A revised list of the market reporting stations operated by the Federal Bureau of Agricultural Economics has been prepared. It gives the business and home addresses of the men in charge of the various stations.

NEW MEXICO BROOMCORN GROWERS LEARN HOW TO VALUE THEIR CROP

Broomcorn growers in New Mexico, according to C. A. McNabb, Extension Agent in Marketing, State College, N. M., are learning the value of the cooperative method of marketing their crop. "Prior to 1921, before any part of this valuable commodity was marketed cooperatively, the individual producers knew practically nothing of the quality of the brush produced in other sections of the country and comparatively little of the volume or condition of the crop outside their own immediate neighborhood. Some of the growers understood from some mysterious source that broomcorn was selling at so many dollars a ton, and that being the case, they figured that they should receive something near the same price, regardless of comparative quality or condition. Since they never received much more than a fractional part of what they understood growers were receiving elsewhere, a feeling of very decided dissatisfaction prevailed." Through the efforts of Mr. McNabb, a portion of the 1921 crop was marketed cooperatively. The brush was required to be well selected, cleanly seeded and firmly and neatly baled, and as a result the growers received the top of the market for the grade.

Through the manager of the cooperative association, Government crop reports, available quantity of brush, and prices prevailing in southern producing districts are communicated to member growers, so that they have something real on which to base values for their crops. They know how much stock, both manufactured and raw, was carried over from last year's crop in the United States, what the probably yield this year will be as compared with last year, as well as the general quality of stock in the different producing sections of the country and have already reached a rather definite idea about the f.o.b. value of their 1922 crop.

Mr. McNabb states that most of the broomcorn raised in eastern New Mexico is to be sold cooperatively this year and through one individual sales manager.

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PENNSYLVANIA ISSUES REPORT ON APPLE CONDITIONS

A special report on the conditions of the apple crop in Pennsylvania on September 1, based on the varieties of apples, has just been issued by the State Department of Agriculture, Harrisburg, Pa. This is the first report on apple conditions ever issued by the State Department. The report covers the 35 counties of the State in which the commercial apple crop is largely raised. The statistics indicate that this year's crop will be considerably higher than the ten-year average for the State.

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GEORGIA BUREAU OF MARKETS PUBLISHES BOOKLET ON SWEET POTATO INDUSTRY

A booklet entitled, "The Sweet Potato Industry of Georgia" has just been issued by the State Bureau of Markets, Atlanta, Ga. The bulletin deals particularly with the question of freight rates for Georgia sweet potatoes.

SPECIFIC PERFORMANCE - INJUNCTION

The case of the Poultry Producers of Southern California, Inc., v. Barlow, 208 Pac. 93, recently decided by the Supreme Court of California, involves the right of a cooperative association to enjoin a member from violating his contract with the association and also its right to a decree requiring the specific performance thereof.

The plaintiff was incorporated and operated for the purpose of marketing the eggs of its members on a cooperative basis. The defendant was a stockholder in the organization and had entered into a contract under which he obligated himself to deliver all of his eggs to the plaintiff to be marketed by it as his agent. The defendant sold eggs outside of the organization and a suit was instituted by it to enjoin him from continuing to do so and also for the purpose of requiring him to specifically perform his contract. The contract contained a liquidated damage clause and the amount of the damages due in accordance therewith was asked for in this suit.

The trial court enjoined the defendant from selling his eggs outside of the organization and entered a decree requiring him to specifically perform his contract. A judgment for \$230, the amount of the liquidated damages involved, was also rendered in favor of the plaintiff. The case was then carried by the defendant to the District Court of Appeals, which court affirmed the judgment of the trial court for \$230, but granted a reversal as to injunction and specific performance. The cooperative association then appealed the case to the Supreme Court of California which court affirmed the judgment of the District Court. In doing so it said in part:

"It is provided by section 3423 of the Civil Code that an injunction can not be granted restraining the violation of contract, 'the performance of which would not be specifically enforced,' and the doctrine is elementary and impregnably fortified by authority that a contract can not be specifically enforced unless this remedy is available to both parties. Equity will not enforce a specific performance of a contract when the party asking its enforcement can not, from the nature of the obligation assumed, be compelled to perform on his part.

"While there is, perhaps, nothing in the obligation assumed by the defendant under the contract in question which binds him to sell and deliver to plaintiff all the eggs produced from his poultry during a given period of time that could not be specifically enforced, if it were a simple sale for cash to be paid on delivery, a different condition is presented when the reciprocal obligation of the plaintiff calls for a future performance, and consists of the exercise of personal skill, diligence and discretion in finding the best market for the eggs, selling them for a suitable price, and paying to the defendant a certain percentage of the proceeds, and where the transaction is to be repeated at frequent intervals throughout a number of years.

"So far as this marketing contract is concerned, it is, on the part of the plaintiff, a contract of agency calling for services of the corporation of a highly personal nature, requiring the exercise of skill and discretion, and covering repeated transactions to extend over a number of years. It has not been the practice of courts of equity to attempt to enforce such complicated personal obligations, or to burden themselves with the supervision of frequently recurring duties of contracting parties."

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Resume of important bills which have become laws during the first and second sessions of the present Congress:

The Grain Futures Act which provides for the regulation of trading on grain exchanges.

The Packer and Stock Yards Act which provides for the regulation of packers and stock yards.

The Capper-Volstead Act which authorizes the association of producers of agricultural products.

Act amending Federal Reserve Act, providing for agricultural representation upon the Federal Reserve Board.

Amendment to the Federal Farm Loan Act changing interest rate on bonds, etc.

Act extending the benefits of the War Finance Corporation to agriculture.

Act providing for the extension of the time during which advances may be made under the War Finance Corporation to May 31, 1923.

Act of March 20, 1922, appropriating \$1,500,000 to provide for loans in crop failure areas.

Act to authorize use of Government-owned radio stations by the public.

Some of the important bills pending at close of session:

Bills of Senators Smith of South Carolina, Shields of Tennessee, King of Utah, and Sheppard of Texas, and by Representatives Jones of Washington, Smithwick of Florida, Sears of Florida, to extend the market news service of the Department of Agriculture.

Bills by Senator Sterling of South Dakota, and Representative Haugen of Iowa, to provide standards for butter.

Bills by Senator McNary of Oregon, and Representative Summers of Washington, authorizing the Secretary of Agriculture to establish uniform standards of classification, a market news service.....and for other purposes.

Bill by Senator Norris of Nebraska to regulate cold storages.

Bill by Representative Brand of Georgia to direct the Department of Agriculture to investigate possibilities of furnishing market prices by radio.

Bill by Representative Anderson of Minnesota to amend the Farm Loan Act by establishing a Farm Credit Department in each Federal Land Bank.

Bill by Senator Harris of Georgia to amend the Federal Reserve Act by reducing temporarily the capital requirements of banks for membership in Federal Reserve System.

Bill by Representative Voigt of Wisconsin to prohibit shipment of filled milk in interstate or foreign commerce.

Bill by Representative Vestal of Indiana to fix standards for hampers, etc.

Bill by Senator Harris of Nebraska to amend the United States Warehouse Act.

Bills by Senator Cameron of Arizona and Representative Swing of California to impose a duty on long staple cotton.

MISSOURI'S RADIO MARKET REPORTS COPIED IN NEWSPAPERS OF STATE

The daily radio market news reports broadcast from the transmitting station of the Missouri State Marketing Bureau, Jefferson City, Mo., are being printed in full in some of the newspapers of the State. The officials of the State Bureau are of the opinion that the number of newspapers using the reports will increase rapidly in the near future on account of the successful receipt of the reports sent out by the new powerful transmitting station.

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NEBRASKA ISSUES PUBLICATION ON EGG MARKETING

"Graded Eggs Bring Better Prices" is the subject of Extension Circular No. 1411, recently revised by F. E. Mussehl, Professor of Poultry Husbandry of the College of Agriculture of the University of Nebraska, Lincoln, Nebr. Among the subjects discussed are the following: factors influencing egg values; causes of egg deterioration; establishing a standard; packing market eggs; and direct shipments.

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CALIFORNIA BULLETIN DEALS WITH EFFECT OF COLD STORAGE ON PLUMS

"Cold Storage as an Aid to the Marketing of Plums" is the subject of Bulletin No. 344, published recently by the Experiment Station of the University of California, Berkeley, Calif. This bulletin, which is in the nature of a progress report of the investigational work which the Experiment Station has been carrying on for some time, was prepared by E. L. Overholser, Assistant Professor of Pomology.

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BULLETIN ON HONEY MARKETING ISSUED BY WASHINGTON EXTENSION SERVICE

"Marketing Honey" is the title of Bulletin No. 38, issued by the Extension Service of the State College of Washington, Pullman, Wash. The bulletin, which was prepared by B. A. Slocum, Extension Specialist in Apiculture, deals with the grading and packing of honey preparatory for marketing. How to establish a local market is also discussed.

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BASKET MANUFACTURERS TO BE ADDRESSED ON CRATE STANDARDIZATION

H. A. Spilman, Investigator in Package Standardization, Federal Bureau of Agricultural Economics, will address a meeting of the National Basket and Fruit Manufacturers' Association at Buffalo, N. Y., this week, on the subject, "Crate Standardization."

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

October 18, 1922

Vol. II, No. 42.

TERMINAL HANDLING COSTS IN NEW YORK CITY BEING STUDIED

Four major lines of study are included in the research investigation of the fruit and vegetable terminal handling costs in New York City, which W. P. Hodden, Research Agent in Marketing, Federal Bureau of Agricultural Economics, is undertaking in cooperation with the Port of New York Authority. The study is tentatively outlined as follows:

1. Collecting data on the quantity and direction of the flow of fruits and vegetables through the port of New York. This will be done by ascertaining the amounts of produce brought into the district by each principal carrier, specifying point of delivery as far as possible; amounts sold through each auction company - principally fruit; amounts received and sold by each principal carlot receiver, both through the auctions and by private sale; amounts sold to each buyer on the auction floor, including the point of delivery of the sale; and amounts sold to buyers in principal jobbing markets by private as well as public auction sale.
2. Determining terminal railroad handling costs.
3. Ascertaining the per-hour and per-unit container cost of horse and motor trucking of produce. This will necessitate the use of standard accounts by truckmen.
4. Introducing a preliminary survey on certain selected varieties of products which will give information on some specific margin data, and a knowledge of particular channels of distribution. According to present plans the survey will be made with the cooperation of the Women's City Club and with Columbia University.

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PROGRAM PLANNED FOR ANNUAL MEETING OF STATE MARKETING OFFICIALS

The program for the annual meeting of the National Association of State Marketing Officials, which will be held in Chicago the early part of December, will include addresses on the following subjects: The inspection certification service as developed in different parts of the country; the relation of research work in marketing to service and regulatory work; city marketing problems; the development of milk marketing in the United States; and the development of fruit and vegetable marketing in the United States. The conference will open with round-table discussions led by the chairmen of the different standing committees. On the last day of the conference, the committee chairmen will summarize the expressions of opinion made by their respective committees and present recommendations to the general meeting for action.

POTATO MARKETING SITUATION IN NEW JERSEY TO BE STUDIED

The present condition of the potato market and its future effect upon the New Jersey potato industry is the cause of an investigation which representatives of the New Jersey Bureau of Markets, the State College of Agriculture, the State Federation of County Boards of Agriculture, and several growers' associations are vitally interested in at present. A study of the situation will be made under the direction of Dr. Frank App, who is connected with several of these agencies.

Many States increased their potato acreage this year and New Jersey growers are interested in knowing whether this is a temporary or a permanent development with which they must compete in coming years. They will also endeavor to ascertain to what extent the New Jersey crop suffers from lack of standard grading. The practical results of centralized grading by farmers in other potato-growing States will be given serious study.

A thorough investigation of the economic status of the "Giant" potatoes, a variety extensively raised in New Jersey, will be made and the information obtained given to the growers prior to next year's plantings. It is reported that at least 90 per cent of the crop grown in the central Jersey potato belt is made up of "Giants." Most of this crop is shipped into other States and in turn New Jersey later buys most of its supply of round stock potatoes from outside markets. The question of the practicability of central New Jersey farmers raising potatoes to cater to the home market will be another phase of the investigation.

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TOBACCO MARKETING TO BE STUDIED IN MASSACHUSETTS

A cooperative agreement has just been entered into by the State Division of Markets, Boston, Mass., and the Federal Bureau of Agricultural Economics, for a study of tobacco warehousing and standardization. An investigation will be made of the grading, warehousing and marketing of tobacco in order to secure data on which to establish tentative grades for the principal types of tobacco produced in the Connecticut Valley. This work is a part of the general study being made preparatory to the establishment of market grades for all of the principal types of American-grown tobacco.

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GRADING OF LIVE STOCK AND MEATS FEATURED AT SOUTHEASTERN FAIR

An exhibit of market classes and grades of live stock and meats is being displayed at the Southeastern Fair, Atlanta, Ga., October 12-21. M. C. Gay, State Agent in Marketing, College of Agriculture, Athens, Ga., was a member of the committee appointed to arrange the exhibit. Instruction in grading hogs is being given for the benefit of farmers, county agents, and other agricultural workers attending the fair. The hogs and different cuts of meats used in the exhibit and demonstrations are being furnished by one or more of the packing houses in the State.

SOUTHERN FRUIT AND VEGETABLE GROWERS HOLD CONFERENCE

At the marketing conference for Southern fruit and vegetable growers held in Birmingham, Ala., October 13, a committee, composed of one representative from each of the Southern States, was appointed to give consideration to questions on cooperative marketing. The committee will have three definite duties, first to help local organizations with their marketing problems; second, to consider the practicability of federating the local organizations; and third, to give attention to the working out of problems in which all of the marketing agencies are interested. In carrying on its work, the committee will consult with State marketing officials, the extension services of the colleges of agriculture and other marketing agencies. The marketing conference was called by the extension divisions of the colleges of agriculture in several of the Southern States and by the heads of some of the leading marketing associations in that section for the express purpose of considering the subject of the cooperative method of marketing farm products.

H. W. Samson, Specialist in Standardization, Federal Bureau of Agricultural Economics, addressed the conference on the subject, "The Relation of Standardization to the Successful Marketing of Fruits and Vegetables."

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NEW JERSEY AUTHORITIES WOULD ELIMINATE FAKE COOPERATIVE ASSOCIATIONS

As the result of an investigation of some of the fake cooperative associations operating in New Jersey, the New Jersey Bureau of Markets, Trenton, N. J., with the cooperation of the State Federation of County Boards of Agriculture, is planning to recommend to the next session of the State Legislature that a law be passed, similar to those effective in some of the other States, which will prohibit the use of the word "cooperative" in the name of an organization excepting when the by-laws and form of organization comply with certain definite cooperative principles.

"The Bureau of Markets feels," says New Jersey State marketing officials, "that cooperation when conducted in a practical business way, on sound economic principles, can accomplish certain benefits, but it feels that with the recent interest and enthusiasm shown there is grave danger of much harm being done through the misuse of the term 'cooperative.'"

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UNIVERSITY OF MARYLAND OFFERS COURSES IN AGRICULTURAL ECONOMICS

The courses in Agricultural Economics which are being offered this year by the University of Maryland, College Park, Md., include, for the first and second terms, a general course in Agricultural Economics and a special course in Marketing; and for the third term, courses in the Transportation of Farm Products and in Cooperation. Dr. S. H. DeVault, Assistant Professor of Agricultural Economics and Assistant Extension Specialist in Marketing, is teaching these subjects.

SERVICES OF NEW YORK TRAFFIC BUREAU SET FORTH IN A SPECIAL BULLETIN

In a special traffic bulletin, recently issued by the Traffic Bureau of the New York State Department of Farms and Markets, Albany, N. Y., farmers and shippers are urged to make more use of this Bureau and to consult it at any time in regard to transportation questions. The services of the Traffic Bureau include assistance in securing cars, the quotation of rates for movements by freight or express, the tracing of delayed freight, the locating of lost shipments, the furnishing of advice on packing problems, the designating of best routes to given markets, and help in filing claims for loss and damage and for overcharge. The Bureau is also prepared to represent the producers and users of farm products in conferences with the representatives of interested carriers looking to the adjustment of these traffic and transportation matters. "Perhaps one of the most valuable functions of the Traffic Bureau rests in its ability to provide a preventive, rather than a cure, for many of the transportation ills and shortcomings that affect the receipt, transportation and delivery of products of the farm."

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OREGON MARKETING SPECIALIST STUDIES COOPERATIVE ORGANIZATIONS

A brief study of the organization plan of the Growers' Cooperative Association, and the Oregon Growers' Packing Corporation, both of which have headquarters in Salem, Ore., has just been completed by R. S. Besse, Specialist in Marketing and Organization, Oregon Extension Service, Corvallis, Ore. These cooperative concerns were organized in 1919. The officers and directors are the same for both organizations and the operation of each is dependent upon the other. According to a report recently submitted by Mr. Besse, the association, which is on the non-profit, non-stock plan, was organized "to obtain contracts from growers for the sale of fruits grown in Oregon and to deliver the fresh fruits to the packing corporation, also to sell the finished product as delivered from the packing corporation and to distribute the proceeds of sales to the grower. The packing corporation was organized for the purpose of acquiring and operating packing plants and to pack the fruit for the association." At present the association has approximately 2,000 members and controls the fruit crop of 34,000 acres of land.

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LIVE-STOCK MARKETING ASSOCIATION IN NEW MEXICO TO RECEIVE RADIO REPORTS

The live-stock producers in New Mexico, in making plans for the organization of a cooperative association for the marketing of feeder cattle, are proposing to receive the daily market quotations of the principal feeder markets by radio, according to a recent report from C. A. McNabb, Extension Agent in Marketing, State College, N. M. Mr. McNabb has been assisting the growers in forming an organization through which their feeder cattle can be marketed more advantageously than by the present method.

MARYLAND PLANS CAMPAIGN FOR ERADICATION OF GARLIC

In the interests of wheat growers, a campaign for the eradication of garlic is being undertaken this fall by the Extension Service of the University of Maryland, College Park, Md. Dr. T. B. Symons, Director of Extension, states that wheat growers have long been sustaining losses as the result of a discrimination in prices against garlicky wheat. "From five to ten cents a bushel has been the usual discount on wheat containing garlic," says Dr. Symons, "although immediately following the war this discount ran as high as twenty cents. Garlic in pasture lands has also been a source of annoyance and loss to dairymen of the State....Information as to the methods by which garlic is spread and how it may be eradicated will be sent broadcast throughout the State in an effort to organize a campaign against it. Special exhibits dealing with methods of garlic eradication will be made at all the county fairs." By carefully following the suggestions offered by the Maryland Extension Service for the eradication of garlic, it is hoped that price discrimination against Maryland wheat will be eliminated.

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MINNESOTA POTATO WEEK PROCLAIMED BY GOVERNOR OF STATE

Last week was observed as Potato Week in Minnesota, by order of the Governor of the State. In his proclamation setting aside the week of October 7-14 as Minnesota Potato Week, the Governor said: "The week designated is the most suitable for the purchase and storage of the winter's supply of this necessary item in our diet. If consumers throughout the State will purchase the Minnesota product they will not only relieve the market situation, prevent waste and encourage an important home industry, but they will obtain potatoes of high quality at very reasonable prices. Permit me also to urge the retail groceries of our cities and commercial organizations generally to aid in this movement for the encouragement of an important Minnesota industry." Much publicity was given the campaign through the newspapers of the State.

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SWEET POTATO POSTER PUBLISHED BY SOUTH CAROLINA DIVISION OF MARKETS

A poster on the harvesting, handling, storing and curing of sweet potatoes has just been prepared by the Division of Markets of the South Carolina Extension Service, Clemson College, S. C., for the use of the sweet potato growers of the State. The poster is intended as an information card to be tacked up in a convenient place for ready reference. Rules pertaining to the right time of harvesting the crop, the approved methods of handling potatoes in the field at time of digging, and during the period of storage and curing, are given on the card. The United States grades for sweet potatoes, which have been adopted as the official State grades for South Carolina, are also included.

FACTORS TO BE CONSIDERED BY CREAMERIES IN MARKETING SWEET CREAM

In view of the fact that several of the creameries in Vermont, which manufacture butter only, are considering selling their product in the form of sweet cream, the Vermont Creamery and Market News Letter, issued by the State Department of Agriculture, Montpelier, Vt., sets forth in the October number the following factors to be considered before making such a change:

1. The price. The marginal difference between cream and butter must be sufficient to make it profitable to ship cream as compared with the manufacture of butter. The duration of the market must be taken into consideration when figuring the price or the amount of the premium.
2. The cost of handling will depend largely upon the supply area, location of factory, and factory management. In the majority of plants the cost of handling cream is approximately the same as for butter.
3. The assurance of steady and reliable all-year-round markets.
4. The reliability and credit standing of the dealer.
5. The probable effect on the quality of the butter. When a creamery ships a part of its product as sweet cream and the remainder of the cream is manufactured into butter it is generally true that the butter is not of the highest quality because the best quality cream is shipped.
6. A larger amount of ice must be stored for handling cream than for butter.
7. Will the dealer or the creamery furnish cans?
8. The cream must be of the very highest quality. This means better care of the cream on the farm and more frequent delivery to the factory.

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OREGON POTATO GROWERS URGED TO GRADE THEIR CROP

Oregon potato growers are having their attention called to the necessity of grading their stock before sending it to market. Professor G. R. Hyslop, Head of the Department of Farm Crops, Oregon Agricultural College, Corvallis, Ore., is pointing out to the growers that it will pay them materially to sort and grade potatoes on the farm in order to eliminate those that are small, sun-burned, rough, knobby, cut, jabbed, or otherwise damaged. "This kind of elimination," he says, "will make a grade of potatoes that will prove attractive and will bring a higher price than a less carefully graded product." The State grades for Oregon are known as: Oregon Fancy; Oregon U. S. Grade No. 1; Oregon U. S. Grade No. 2; and Oregon Small Seed.

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THREE MARKETING SPECIALISTS WITH ARKANSAS EXTENSION SERVICE

C. L. McNutt, Marketing Specialist with the Arkansas Extension Service, Fayetteville, Ark., is devoting his time to organization problems relating to cooperative marketing. Glen F. Wallace, Agent in Marketing, is confining his activities largely to fruit and vegetable marketing. E. A. Hodson is Agent in Cotton Marketing Demonstrations.

HAWAIIAN FARMERS VITALLY INTERESTED IN MARKETING PROBLEMS

The question of marketing is one which is confronting many farmers in the Hawaiian Islands. The Extension Letter issued weekly by the Extension Service of the University of Hawaii; Honolulu, T. H., is giving considerable space to discussions on marketing. The October 3 number of this publication contains an article entitled, "Diversified Farming and Markets" in which the following statements are made: "Diversified farming will come into its own in Hawaii when a satisfactory marketing arrangement is put into effect, and not until then.....Expert instruction is badly needed in certain phases of crop production but in order to make that worth anything to the farmer there must be a system whereby he can sell his goods at a reasonable profit. In other words, marketing is a big half of agriculture and needs as much attention as production itself. In Hawaii the marketing problem has certain unique features and there are some rather large difficulties to overcome. Local consumption is very limited and exportation of several products is curtailed by quarantine restrictions. Over-production is commonly experienced because of inadequate means of distribution. We spend thousands every year for experts in production. Why not see the job through by employing equally good experts on marketing? It would be a paying proposition to do it! We need a good Territorial marketing system with agents in each Island to help the farmer market his stuff."

In addition to timely articles on marketing subjects, one of the four pages of the Extension Letter is given over to weekly market quotations for farm products, based on the prevailing prices paid by wholesale dealers in Honolulu, also the San Francisco prices on certain articles.

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FINAL HEARING ON PROPOSED FEDERAL HAY GRADES FAVORABLE

Unqualified approval of the proposed Federal grades for hay was expressed at the third and final hearing on the grades held in Washington, D. C., October 12. It is expected to have the grades prepared in their final form for promulgation by November 1. Among the State marketing officials attending the Washington hearing were: W. A. Munson, Director of Markets, Boston, Mass.; J. H. Meek, Director of Markets, Richmond, Va.; and W. H. Somers, Chief of the Bureau of Markets, Charleston, W. Va.

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SPECIALIST IN MARKETING TRUCK CROPS APPOINTED IN MISSISSIPPI

C. W. Garner, formerly connected with the American Fruit Growers', Inc., has been employed by the Division of Extension, Mississippi Agricultural and Mechanical College, Agricultural College, Miss., as a Specialist in Marketing Truck Crops. Mr. Garner probably will devote most of his time to assisting in the organization and operation of truck marketing associations.

ONION INSPECTION SERVICE OF EDUCATIONAL VALUE TO MASSACHUSETTS SHIPPERS

The onion shipping-point inspection service which the Massachusetts Bureau of Markets, Boston, Mass., is conducting in cooperation with the Federal Bureau of Agricultural Economics, is proving to be of much educational value to the growers and shippers of Connecticut Valley onions. Many visitors witness the inspections as they are being made by the State-Federal inspectors, and express great interest in the actual application of the official grades for onions.

The county farm bureaus in the State have been assisting the State Bureau of Markets in this work by holding demonstrational meetings at several points. The grades and their value to the shippers are fully explained. Two shippers in the Valley are having every carload of onions which they send to market inspected and certified to by the Inspection Service.

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WISCONSIN ECONOMIST TO VISIT FEDERAL BUREAU

Dr. William A. Scott, Professor of Economics and Director of the School of Commerce, University of Wisconsin, Madison, Wis., will be in Washington, the week of November 6, to consult with specialists of the Federal Bureau of Agricultural Economics, regarding various phases of the economic work being conducted by the Bureau. During his stay in Washington, Dr. Scott will deliver a series of five lectures for the benefit of members of the Bureau, on the general subject, "A Bird's-Eye View of the Development of Economics." The subjects of the individual lectures will be as follows: "The Beginnings of Modern Economics," "The Development of the Classical Political Economy of England," "The Critics of the Classical Economists," "Some Results of the Criticisms and of the Growing Complexity of Economic Life," and "The Austrian School."

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J. H. TULL TO EDIT A MARKET PAGE IN NEWSPAPER

J. H. Tull, Superintendent of City Markets, Memphis, Tenn., is planning to edit a market page in the Sunday edition of the "News Scimitar," one of the newspapers of Memphis. In planning for the issuance of a Sunday edition of the paper, it has been decided to feature regularly a page of news on the marketing of farm produce which will be of current interest to farmers, shippers, members of the trade, and consumers.

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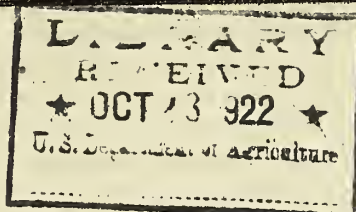
COURSE IN AGRICULTURAL ECONOMICS OFFERED AT UNIVERSITY OF TEXAS

A course in agricultural economics is being offered this year to students of the University of Texas, Austin, Tex. C. A. Wiley, Instructor in Economics, will teach the subject.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

October 25, 1922



Vol. II, No. 43.

CREAM-GRADING CAMPAIGN IN MISSOURI OBTAINING RESULTS

The cream-grading campaign which is being conducted in Missouri by the State Marketing Bureau and the State Dairy Commission, Jefferson City, Mo., already has resulted in a marked improvement of the quality of cream being offered to the creameries. Representatives of the State Bureau have visited approximately 200 towns in 50 different counties of the State, explaining to creamerymen that in order to produce butter of high grade, which can compete with the product from other sections of the country, high quality cream must be purchased.

Cream buyers in a number of towns have signed agreements to buy all cream on a graded basis and to pay a differential of three cents per pound butterfat on No. 1 and No. 2 cream. These grades for cream have been established under the Missouri State Dairy Law. When all the dealers at a given place have signed the agreement presented by the field representatives of the State Marketing Bureau, the agreement is published in the local newspapers covering the territory adjacent to the cream-grading stations involved. Creamerymen who can not be reached by the demonstrators will have the cream-grading agreement mailed to them for signing. No official authority exists in the State for enforcing grading and buying on a graded basis and this form of "gentleman's agreement" is being tried in an effort to better existing conditions.

In some localities it is reported that there has been a decided improvement in the quality of cream brought to the cream-buying stations within a few days after the visit of the field representatives.

TEXAS FARMERS AND SHIPPERS RECEIVE DAILY MARKET REPORTS

The market news station of the Federal Bureau of Agricultural Economics, recently opened at Fort Worth, Tex., is preparing market reports in a form suitable for use in newspapers and for broadcasting by radio phone. Two newspapers in Fort Worth, and one in Dallas are broadcasting the reports, and these, together with other newspapers in the State, are printing portions of the market information in their daily issues. Mimeographed bulletins will be issued from the Federal office as soon as the shipping season for Texas products opens. The present news service supplies Texas farmers and shippers with information of the fruit and vegetable jobbing and carlot market each day, as well as reports on live stock and dairy products.

Miss C. Trolinger,
Library, Dept. of Agr.,
Washington, D. C.

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RESEARCH WORK OF THE MASSACHUSETTS DIVISION OF MARKETS

A number of comprehensive research studies are to be made this year by the Massachusetts Division of Markets, Boston, Mass. These include several commodity marketing investigations. It is planned to continue the study of the methods and costs of distribution of onions, potatoes and apples in Massachusetts. Cost-of-distribution studies will also be made for strawberries, lettuce, cucumbers and asparagus. In the case of strawberries, a comparison will be made between methods and costs for Concord and Cape Cod sections and with other States shipping strawberries to Boston. The lettuce and cucumber studies will compare the cost of distribution of greenhouse supplies with shipped-in produce.

The study of retail spreads for farm products, started last year, will be continued and additional commodities will be included. It is planned eventually to compare retail margins in Boston with margins in other cities and to determine the proportion of total retail business for each commodity or groups of commodities.

The influence of the push-cart vendor on the relief of glutted markets and also on other methods of retailing will be the subject of another investigation.

A study of the marketing of Connecticut Valley tobacco is already under way. A comprehensive study is being made of the grading, warehousing, and marketing practices used in disposing of this important crop. As a result of the investigation it is proposed to establish tentative grades for the principal types of tobacco produced in the Connecticut Valley.

A survey of the buying and selling operations of cooperative organizations in Massachusetts will also be made.

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PENNSYLVANIA APPLE GROWERS REMINDED OF STATE PACKING LAW

The attention of apple growers and shippers in Pennsylvania is being called at this time, by the State Bureau of Markets, Harrisburg, Pa., to the apple packing law passed by the State Legislature in 1917 and which is still in effect. This act does not specify standard grades for use in packing apples but does make certain requirements for the marking of closed packages containing this fruit. The State Bureau of Markets has prepared grade standards suitable for Pennsylvania conditions and recommends their use in preparing apples for market.

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GRAIN GRADING DEMONSTRATIONS GIVEN IN KANSAS

A series of grain-grading demonstrations, under the auspices of the Kansas State Board of Agriculture, Topeka, Kans., were recently given at four points in the State. C. B. Wright, Federal Grain Supervisor, Kansas City, Mo., was in charge of the demonstrations. A great deal of interest was shown by the spectators in the Federal methods of grading grain.

C. A. McNABB MAKING SURVEY OF WOOL MARKETING ASSOCIATIONS

In an effort to help improve the wool marketing conditions in New Mexico, C. A. McNabb, Extension Agent in Marketing, State College, N. M., is endeavoring to secure reliable information regarding the operation of cooperative wool marketing associations in other sections of the country. He has prepared a questionnaire which he is sending to some of the wool marketing associations throughout the United States, the answers to which will enable him to make some definite recommendations to the wool growers in New Mexico. The following ten inquiries appear on the questionnaire:

1. For what period of time has your association marketed wool cooperatively?
2. Is your wool all graded before being offered for sale?
3. Have the United States tentative grades been the guide?
4. About what proportion of the wool has been sold directly to manufacturers?
5. Compared with prices offered or paid by local or itinerant buyers, what has been the approximate net gain per pound to growers due to cooperative marketing of graded wool?
6. Are members under contract to market through the association and what penalty for violation is provided?
7. If under contract, what is the duration of the initial period?
8. Does your association concentrate wool in more than one storage point within the State?
9. Which do you consider more advisable, owning or leasing storage room?
10. Please outline briefly, yet plainly, how your organization is financed for both maintenance and advances to growers.

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MOTTO OF TEXAS MARKETING BULLETIN

The State's Marketing Bulletin, issued bi-weekly by the Texas Markets and Warehouse Department, Austin, Tex., uses as its motto, "Let's take care of the one blade of grass to the advantage of the grower before making an effort to have two grown where one has grown heretofore." The Marketing Bulletin serves the farmers of the State by giving announcements of important events, current market and trade notes, and by providing an exchange list.

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AGRICULTURAL STATISTICIAN APPOINTED FOR WISCONSIN

Paul O. Nyhus has been appointed Agricultural Statistician for Wisconsin, and under the cooperative agreement between the Wisconsin State Department of Agriculture, Madison, Wis., and the Federal Bureau of Agricultural Economics, will furnish the crop reports for that State. Mr. Nyhus will have his headquarters in Madison.

HOW TO ILLUSTRATE NEWSPAPER STORIES ECONOMICALLY

It has been suggested by D. C. Rogers, Associate State Marketing Commissioner, Jefferson City, Mo., that State bureaus of markets and agricultural colleges in the several States, can give much publicity to their work by preparing special stories for newspapers and illustrating the articles with cuts used in its bulletins, provided these cuts are of suitable screen to be used in a newspaper. In this way cuts made for specific purposes can be used an indefinite number of times. Mr. Rogers has found that most newspapers are glad to use cuts with a special write-up prepared for them. The practice has been very successful in Missouri, he states, and has aroused much interest in marketing work.

The suggestion has also been made by Mr. Rogers that it might be advantageous to State marketing agencies to establish a central clearing house, through which cuts pertaining to various marketing subjects could be exchanged for use by the marketing agencies in the different States. Such an arrangement, he thinks, would afford an opportunity to use many times good engravings which usually are discarded after they have served their original purpose.

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LOUISIANA EXTENSION SERVICE TO SHIP CATTLE TO CUBA

The Extension Division of the College of Agriculture, Louisiana State University, Baton Rouge, La., is planning within a few days to handle its first export shipment of cattle, states C. C. Chapman, Beef Cattle Specialist. Several head of purebred Shorthorns are to be sent to Cuba. In addition to this shipment, another order from Cuba has been placed with the Extension Service for six Holstein cows and four Jersey cows. Mr. Chapman is endeavoring to secure the best animals possible for these shipments as he is of the opinion that a market for a large number of purebred cattle is opening up in Cuba and other tropical countries. Inasmuch as Louisiana possesses climatic conditions in many respects similar to some of the tropical countries, Mr. Chapman believes that cattle shipped from that State will not suffer in becoming acclimated as is frequently the case when shipped from a northern State.

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UNITED STATES GRADES FOR GRAIN SORGHUMS AVAILABLE IN PRINTED FORM

The grades for grain sorghums, recommended by the United States Department of Agriculture, have been published in the form of Department Circular No. 245. The grades are based on extensive investigations, conducted by the Department of Agriculture, relating to the various phases of the grain-sorghum industry, including production, and on suggestions received from grain dealers and grain inspectors who have a knowledge of this grain.

The Department Circular containing the United States grades for rye is expected to be off the press in the very near future.

TEXAS RADIO MARKET NEWS SERVICE ENLARGED

The Texas radio market news service is now broadcasting four reports each day. The extended service has been made possible by the installation of a drop of the Federal leased wire, over which market quotations from the principal markets of the country are obtained. The complete market schedule is as follows:

- 9:30 - Opening future cotton and grain markets. Opening live-stock, butter and egg markets.
- 11:00 - Telegraphic broadcast of opening markets with available information from State markets. Later quotations on cotton, cottonseed oil, and grain.
- 2:00 - Fruit and vegetable markets of the State and Nation with carlot shipments for the previous day. Close of cotton market with spots; close of future grain market, with Fort Worth and Kansas City cash grain markets; close of cottonseed oil market. Close of live-stock markets with detailed quotations.
- 6:00 - Telegraphic resume of the day's markets covering briefly all the products mentioned above.

The radio market news service is conducted cooperatively by the State Department of Markets and Warehouses, the State Department of Agriculture, and the Federal Bureau of Agricultural Economics. The reports are broadcast from the radio station located at the University of Texas, Austin, Tex.

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PEACH GROWERS' ASSOCIATION IN OHIO RECOMMENDS STANDARDIZATION

One of the fruit growers' cooperative associations in Ohio reports that, due to rigid grading and inspection according to the United States standards, peaches this season brought from 15 to 50 cents per bushel more than was received by other growers in the same district. The benefits from the standardization and inspection work, it is thought, will be even larger in coming seasons, for already every member of the association is planning to improve the quality of his fruit by giving more careful attention to the orchards. The president of the association, in remarking upon the successful season just closed, made the following statement, "The advantage of standardization is no longer a theory but an accomplished fact.....We see no point at which the United States standard grades for peaches are not thoroughly practical, and another year we will doubtless eliminate the old markings entirely."

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COLORADO TO HAVE POTATO MARKET-REPORTING STATION

A temporary field station for the issuing of market reports on potatoes will be opened by the Federal Bureau of Agricultural Economics at Greeley, Colo., probably about December 1, and will continue in operation until about the middle of April.

WORK OF NEW JERSEY BUREAU OF MARKETS SET FORTH IN BULLETIN

"Some Activities of the State Bureau of Markets" is the subject of Bulletin No. 32, recently published by the New Jersey Department of Agriculture, Trenton, N. J. The bulletin was written with the idea of giving a cross-section view of the Bureau's work, and thereby acquainting the farmer with the character of the work which each specialist is performing. Seven articles make up the text: "Progress in Marketing - Improved Marketing Conditions Depend upon Organization," by A. L. Clark, Chief of Bureau; "Transportation," by H. B. Bamford, Transportation Specialist; "Market Reporting," by Burton W. Sherburne, Market Reporter; "The Bureau of Markets and the Dairy Industry," by Paul B. Bennetch, Specialist in Dairy Products Marketing; "Report of Progress of Standardization Work in the State of New Jersey since August 1919," by Douglas S. Dilts, Grades and Standards Specialist; "How the Bureau of Markets Aids the Farmer to Organize and Incorporate a Cooperative Association and to Establish Farmers' City Markets," by Kenneth Hankinson, Organization Specialist; and "Accountancy and Efficient Marketing of Food Stuffs," by John E. Lownie, Accountant.

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ARKANSAS COTTON GROWERS ADVISED TO PICK AND HANDLE COTTON CAREFULLY

In the last issue of the Arkansas Farm and Marketing Bulletin, the monthly publication of the State Bureau of Mines, Manufactures and Agriculture, Little Rock, Ark., Arkansas cotton growers are advised to observe more care at the time of picking and handling their cotton if they would receive the highest value for their crop. Careless handling of even a portion of the cotton, they are told, greatly lowers the grade of the entire output. "It is better to make one small bale of low grade cotton than to spoil a whole crop by mixing in a little poor cotton along with the good. If even a small quantity of low grade cotton is found in a bale of otherwise good cotton, the whole bale is likely to be classed as if it were all low grade cotton.....Careful attention to these matters means dollars in the selling price of the cotton."

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TWO NEW SERVICE AND REGULATORY ANNOUNCEMENTS ISSUED

Two new Service and Regulatory Announcements have recently been issued by the Federal Bureau of Agricultural Economics. No. 71 contains complete lists of warehousemen, classifiers, inspectors, graders, and weighers licensed under the United States Warehouse Act as of May 1, 1922, and of those licensed between April 1, 1921, and April 30, 1922, but whose licenses have expired or have been suspended or canceled during this period.

No. 72 is entitled, "Establishment and Replacement of the Official Cotton Standards of the United States." The grades for American Upland cotton and American-Egyptian cotton, which became effective August 1, 1923, are contained in the bulletin.

ROCHESTER OFFICE SUCCESSFULLY RECEIVES RADIO MARKET REPORTS

The experiment being tried at the Rochester branch office of the Federal Bureau of Agricultural Economics to receive, by radio-telegraph, market reports broadcast from the powerful station at Arlington, Va., is proving very successful, according to C. L. Brown, in charge of the market news office. Mr. Brown states that the Government reports sent out by radio are received more accurately than those sent by commercial wire in code, especially when all figures are spelled out. At present the Rochester office is receiving by radio, quotations on cabbage and potatoes and all shipment information. Much time is saved by this method as no decoding is required as with commercial wires.

The market information is being distributed in the form of daily bulletins. It is planned to disseminate it further at Rochester by radio-phone as soon as the station engaged for this work has been licensed. Five prominent shippers and growers in western New York have agreed to install receiving sets as soon as the broadcasting is started. "The possibilities of radio broadcasting," says Mr. Brown, "seem very great and it looks as though there is a big future in this phase of our market news work."

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DAILY RADIO MARKET REPORTS SENT FROM FIVE STATIONS IN OHIO

Five radio stations in Ohio are now broadcasting the daily market reports prepared by the State Division of Markets and Marketing, Columbus, Ohio. The stations are located at Toledo, Cleveland, Stockdale, Dayton, and at the Ohio State University, Columbus. Field representatives in Toledo and Cleveland help to collect the marketing information sent out from the transmitting stations at those points.

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ACCOUNTING SERVICE OF MINNESOTA DEPARTMENT OF AGRICULTURE ADVERTISED

With the aid of the press, the Minnesota Department of Agriculture, St. Paul, Minn., is advertising its cooperative accounting service which is available for cooperative organizations. This service includes the auditing of books and accounts, the conducting of special examinations, the installation of accounting systems, the preparation of income tax returns, and the giving of general business advice.

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FRUIT AND VEGETABLE SUPERVISING INSPECTOR APPOINTED FOR CALIFORNIA

Earl Wilson has been appointed District Supervising Inspector in the administration of the shipping-point-inspection service on fruits and vegetables conducted by the Federal Bureau of Agricultural Economics in cooperation with the State Bureau of Markets, Sacramento, Calif.

LISTS OF FOOD PRODUCTS INSPECTORS REVISED

A revised list of the food products inspectors of the Federal Bureau of Agricultural Economics, operating in various markets of the country, has recently been prepared. The list shows that inspectors are located in 33 of the large markets. In some cities only one inspector is stationed, while in others, there are several. New York City has the largest number, 11 being employed there in the inspection of fruits, vegetables and butter.

A supplementary list has also been issued showing the cooperative shipping-point-inspection service on fruits and vegetables which the Federal Bureau is conducting with several of the States. The list shows that cooperative inspection work is now being carried on actively in California, Colorado, Idaho, Maine, Massachusetts, Montana, New York, North Dakota, Oregon, Pennsylvania, South Dakota, Utah, Virginia, Washington, West Virginia, and Wisconsin. The cooperative arrangement for shipping-point-inspection work in Missouri, New Jersey and Ohio has been terminated for the season.

Both lists give the office and home addresses of the inspectors. A limited number of copies are available for distribution.

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DR. A. E. CANCE RETURNS TO MASSACHUSETTS AGRICULTURAL COLLEGE

Dr. A. E. Cance, who has been with the Federal Bureau of Agricultural Economics during the greater part of the past year as a Consulting Specialist, has returned to the Massachusetts Agricultural College, Amherst, Mass., to resume his teaching work in agricultural economics. While connected with the Federal Bureau, Dr. Cance directed several important investigational studies along the line of truck-crop financing, and the relation between potato prices and the crop estimates and shipment and supplies of potatoes. He rendered valuable service by reviewing and revising some of the manuscripts being prepared on the marketing of various farm products. He also made suggestions for the conduct of some studies of the marketing of fruits and vegetables which he believed would be of value from an economic standpoint, and outlined a number of bulletins which it is hoped can be prepared in the near future.

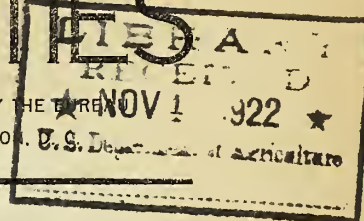
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ARTICLE EXPLAINS HOW GOVERNMENT CROP REPORTS ARE MADE

An account of the methods used in collecting and issuing the Government crop reports is given by V. A. Sanders, Agricultural Statistician for the New England States, with headquarters at Wakefield, Mass., in an article appearing in the October number of the Connecticut Extension Service News, published by the Connecticut Agricultural College, Storrs, Conn. "Behind the Scenes in Crop Reporting" is the subject of the article.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



November 1, 1922.

Vol. II, No. 44.

WISCONSIN RADIO MARKET NEWS SERVICE TO BE GREATLY ENLARGED

An extensive market reporting service is being planned by the Wisconsin Department of Markets, Madison, Wis., which includes daily radio reports which can be received in all parts of the State. A powerful wireless station is now being installed at the Waupaca office of the State Department, and will be ready for operation in December. From this station market reports will be broadcast four times a day and summaries twice a week. From a drop of the Federal leased wire system quotations on the large markets of the country for farm products will be made available to every farmer in the State who is equipped with a wireless receiving outfit.

The Wisconsin Department of Markets has been maintaining, since October, 1921, a daily wireless telephone reporting service from the transmitting station at the University of Wisconsin, Madison. The new station at Waupaca will greatly expand the old service. Because of the central location of Waupaca it was deemed advisable to make it the center for the market dispatches. The reports will cover live stock, dairy and poultry products, fruits and vegetables, and hay and grain.

B. B. Jones is in charge of the market news service of the State Department of Markets, and M. M. Littleton will be in charge of the Waupaca station.

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SEVEN HUNDRED WAREHOUSES LICENSED BY UNITED STATES GOVERNMENT

Over 700 warehouses are now operating under licenses granted in accordance with the United States Warehouse Act. Of this number 397 are cotton warehouses; 219 are grain; 24, wool; 50, tobacco; and 11, combination warehouses handling more than one commodity. The enforcement of the act and the licensing of warehousemen comes under the jurisdiction of the Federal Bureau of Agricultural Economics.

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NEW ENGLAND FARM-MANAGEMENT DEMONSTRATORS HOLD CONFERENCE

A conference of farm-management demonstrators in the New England States was held in Boston, October 19 and 20, at the call of J. D. Willard, Director of Extension Service, Massachusetts Agricultural College, Amherst, Mass. The development of a long-time program for farm-management work, and methods for conducting the same were the principal accomplishments of the meeting.

FEDERAL LIVE-STOCK REPORTING SERVICE HAS WIDE SCOPE

Plans are nearing completion for the new live-stock reporting service which the Federal Bureau of Agricultural Economics, with the cooperation of different agencies, will conduct for the benefit of the live-stock industry of the country. The service will cover the Corn-Belt and Western Range States and will function through State statisticians already connected with the Government crop-estimates work. Railroads, stockyards, packing plants and producers' organization have indicated a willingness to furnish data as a basis for forecasting. In planning for this new service, it was thought that with statistics on present and prospective live-stock production and with information of current market movements, producers would be better able to correlate supply with demand, and prevent gluts or shortages in supplies for consumptive purposes. This information will be issued in the form of monthly, semi-monthly, and annual reports.

According to present plans, the general reports for the Central and Western States will be issued from Chicago, where the Federal Bureau's representative, C. L. Harlan, will supervise the collection of data in the Corn-Belt States. Simultaneously with the issuance of reports at Chicago, each statistician concerned with making the report will issue a local report for his State, together with such data concerning the whole area as may be necessary to present a clear picture of the situation. Regional Statistician, Frank Andrews, located at Denver, will also issue general reports relating primarily to the Range States. Reports on pasture and feed conditions will also be issued from the Denver office. The various estimates will be available to the general public and the press, and some arrangement may be made for broadcasting the news from radio stations now cooperating with the United States Department of Agriculture in broadcasting weather, crop and market reports.

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APPLE-PACKING SCHOOL HELD IN IDAHO

An apple-packing school was recently conducted in one of the principal producing sections of Idaho, by C. C. Vincent, Professor of Horticulture, University of Idaho, Moscow. The training school was held because of the need of competent packers to handle the large crop of apples produced this season. Local men, who attended the school, were given intensive instruction in the approved methods of packing apples.

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CALIFORNIA FRUIT GROWERS TO HOLD CONVENTION SOON

The California State Department of Agriculture, Sacramento, Calif., is assisting in arranging the program for the annual convention of California fruit growers and farmers which will be held at Sacramento, November 21-23. Discussions of new methods in preparing fruits for shipment will be one feature of the program.

ECONOMIC EXTENSION POLICIES INDICATED BY STATES

At the annual meeting of the Association of Land Grant Colleges, which will be held in Washington, D. C., November 21-23, mimeographed copies of the summary of the replies received from the States in answer to five questions regarding policies for economic extension work, will be distributed. The questions were those submitted by Dr. H. C. Taylor, Chief of the Federal Bureau of Agricultural Economics, at the meeting last year. Replies were received from eighteen States during the year, and these have been briefed under each question and each set concluded with a summary and a statement of what the Federal Bureau believes in each case.

The questions read as follows:

Should the extension work in economics have for its objective the teaching of farmers to think in terms of economic facts and forces, or the telling of farmers specifically what to do or what not to do in farm management and in marketing?

Shall economic specialists carry the message themselves without the aid of the crop specialists, or shall they arrange for the commodity specialist to include certain phases of the economic along with the biological message?

Should the extension worker confine his economic work to educational activities or shall he take an active part in organizing and operating marketing undertakings?

Shall the economic specialist in the State look directly to the Department of Agriculture as well as to the Department of Agricultural Economics in the college for basic information to be used in extension work?

How can the United States Department of Agriculture make the results of Federal research in agricultural economics most useful to the extension worker in the State?

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GRAPHIC CHARTS TO SHOW ORGANIZATION OF STATE MARKETING BUREAUS

One feature of the annual meeting of the National Association of State Marketing Officials, which will be held in Chicago, December 4-6, will be an exhibit of large graphic charts showing the organization and working of each State marketing bureau. This material is being prepared by J. C. Gilbert, Specialist in Market Extension, Federal Bureau of Agricultural Economics, at the request of W. A. Munson, president of the national association.

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NEBRASKA MARKETING BUREAU ESTABLISHES RADIO MARKET-NEWS SERVICE

A radio transmitting station has recently been equipped by the State Bureau of Markets and Marketing, Lincoln, Nebr., and is being used in the broadcasting of market reports over the State. These reports are based on material secured from the leased wires of the Federal Bureau of Agricultural Economics, and are supplemented with local reports provided by local reporters.

MILK-MARKETING SITUATION BEING STUDIED IN IOWA

An investigation of the milk-marketing situation in Iowa is being made by J. H. Harriott, who has been granted a fellowship by the Iowa Farm Bureau Federation. This research study is being supervised by Dr. E. G. Nourse, in charge, Agricultural Economics Section of the Iowa State College of Agriculture, and Dr. Theodore Macklin, Professor of Agricultural Economics, University of Wisconsin.

Several of the state farm bureau federations, including those in Missouri, Ohio, and Illinois, also have offered scholarships in the cooperative marketing of dairy products. Only graduate students are eligible for the scholarships. Under the plan, \$60 a month is allotted to each student throughout the college year.

Mr. Harriott, who is a graduate of Cornell University, will make a thorough study of the dairy products situation in Iowa and offer definite recommendations to assist the cooperative organizations in the State in solving some of their marketing problems.

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STATE ECONOMIST STUDIES MARKETING SITUATION

Surveys of the marketing of New York apples, potatoes and cabbage on the New York City markets have been made recently by A. E. Albrecht, Economist with the New York City office of the State Department of Farms and Markets. Based upon these studies of the marketing situation, Mr. Albrecht prepared a series of articles which have appeared in recent numbers of the American Agriculturist. By means of graphs and tables, statistical facts relating to the disposition of these three important New York crops are set forth.

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GRADING AND PACKING SCHOOL TO BE HELD IN CONNECTION WITH FRUIT SHOW

An apple and potato grading and packing school will be conducted by the Extension Department of the State College of Washington, Pullman, Wash., in connection with the Pacific Northwest Fruit Exposition to be held at Seattle, Wash., November 11-19. Demonstrations and lectures pointing out the differences in marketable grades of apples and potatoes will be given daily under the direction of M. D. Armstrong, Extension Specialist in Horticulture.

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RADIO NEWS SERVICE STARTED BY ALABAMA EXTENSION DIVISION

The Extension division of the Alabama Polytechnic Institute, Auburn Ala., has recently installed a radio transmitting station and is furnishing farmers, and other interested persons in the State, with daily reports on market, crop and weather conditions.

TEXAS EXTENSION SERVICE ASSISTS PRODUCERS IN ORGANIZING

Six commodity marketing associations in Texas have recently been assisted in organizing by the Extension Service of the Agricultural and Mechanical College of Texas, College Station, Tex. In an advisory capacity, the Extension Service has endeavored to present the fundamental principles of commodity marketing associations and to give instructions in the methods to be followed in forming a cooperative organization. The associations perfected were by the growers of ribbon cane, sweet potatoes, onions, poultry, grain sorghums, and watermelons.

During the fall months, the Extension Service will assist a group of pecan growers in forming a cooperative marketing association and also live-stock producers in organizing a shipping association.

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NEW YORK EXTENSION WORKERS HOLD ANNUAL CONFERENCE

One of the main features of the annual conference of extension workers in New York State, which is being held the week of October 30 at Cornell University, Ithaca, N. Y., is a course of six lectures which Professor T. N. Carver of Harvard University will deliver on the broad aspects of the economic situation. Following this series of lectures a day will be devoted to general discussions on specific questions concerning relationships with the cooperatives and other marketing organizations and a study of prices and price tendencies. Dr. G. F. Warren, Head of the Department of Agricultural Economics, will lead these discussions.

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RADIO NEWS SERVICE OPENS AT NORTH CAROLINA STATE COLLEGE

Regular programs for the broadcasting of market, crop and weather reports, and news items regarding extension activities and other informational matter of interest to farmers of North Carolina, have been worked out by the State College of Agriculture and Engineering, Raleigh, N. C. The new radio broadcasting station, located at the State College, was formally opened last week at the State Fair. Farmers of the State are being urged to install receiving sets in order to take advantage of these educational and entertainment features.

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VIRGINIA APPLE SHIPPERS USE STATE INSPECTION SERVICE

It is reported that the majority of apples grown in commercial orchards in Frederick County, Va., are being inspected by the State-Federal Food Products Inspectors. Growers in other sections of Virginia are much interested in the result of the new service established this year by the State Division of Markets, Richmond, Va.

BULLETIN DISCUSSES COOPERATIVE MILK-DISTRIBUTING PLANTS

Of interest to producers contemplating the establishment of cooperative milk marketing plants, or to those already engaged in marketing milk cooperatively, is Department Bulletin No. 1095, "Producers Cooperative Milk-Distributing Plants" just published by the United States Department of Agriculture. This bulletin is based upon studies of the experience of a large number of plants of this type in various parts of the country, mostly in small cities where a satisfactory system of distribution was not previously developed. Detailed explanation is given on contracts, financing, organizations, by-laws, location and equipment of plants, investment, management, sales methods, distribution costs and accounting systems. According to the bulletin, the three principal problems that confront the milk-plant manager are; the securing of an adequate and satisfactory milk supply, efficient and economical plant operation, and sales policies and methods of market distribution.

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COOPERATIVE MARKETING OF LIVE STOCK SUBJECT OF OKLAHOMA LEAFLET

A six-page leaflet on the subject, "Cooperative Marketing of Live Stock" has recently been issued by the Extension Service of the Oklahoma Agricultural and Mechanical College, Stillwater, Okla. Five advantages to be obtained from the cooperative method of marketing live stock are given as follows: (1) It furnishes a market at all times and stimulates production, (2) It is educational, (3) It increases profits, (4) It brings the farmers together, and (5) No capital is required.

How to organize and operate a cooperative marketing association is briefly outlined, and a suggested form of constitution for the organization of a farmers' cooperative shipping association is given. Officers of prospective associations are invited to consult with extension workers of the College regarding the kind of accounting system best adapted to their needs.

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UNITED STATES GRADES FOR RYE AVAILABLE IN PRINTED FORM

Department Circular No. 246, "United States Grades for Rye" has just been received from the press by the United States Department of Agriculture. The grades, as recommended by the Bureau of Agricultural Economics, are based on extensive investigations relating to the various phases of the rye industry, including production, and on suggestions received from grain dealers and grain inspectors who have a knowledge of this grain.

These grades are not fixed and established under the United States grain standards act at this time, but it is hoped that they will be adopted by all agencies engaged in the handling of rye. It is believed that with the voluntary and general support of all interested parties these grades will provide a basis for uniform grading, and will assist materially in the marketing of rye.

NEW BULLETIN ON MARKETING OF MAPLE-SAP PRODUCTS

"Marketing Vermont Maple-Sap Products" is the title of Bulletin No. 227, just issued by the Experiment Station of the University of Vermont, Burlington, Vt. The bulletin was prepared by A. W. McKay, Specialist in Market Extension, Federal Bureau of Agricultural Economics, and is based on a survey which he made last spring of the practices followed in marketing Vermont maple products. The purpose of the bulletin is to discuss the problems and difficulties which the newly organized Vermont Maple Products Cooperative Exchange, Inc., is likely to encounter and to suggest methods which seem most likely to lead to their successful solution.

Suggested articles of association and by-laws for local associations are given in the bulletin. The tables included show the production of maple sugar and sirup in Vermont for the years, 1889, 1899, 1909, and 1919; United States production figures, 1859-1921; imports, 1914-1920; farm value of maple sugar, 1917-1921; per capita consumption of sugar in the United States, 1865-1920; range of retail prices per pound for six classes of sirup found in 25 moderately-priced grocery stores in Philadelphia in March, 1922; and transportation rates on maple sirup in metal cans or pails in boxes, and maple sugar in packages from Essex Junction, Vt., to various markets.

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SHRINKAGE OF SOFT PORK DISCUSSED IN BULLETIN

"Shrinkage of Soft Pork under Commercial Conditions" is the subject of Department Bulletin No. 1086, just published by the United States Department of Agriculture. This bulletin, prepared by L. B. Burk, Investigator in Marketing Live Stock and Meats, Federal Bureau of Agricultural Economics, is based on a study started in 1919 for the purpose of ascertaining the causes for differences in the market prices of firm, soft and oily hogs. The causes of soft and oily pork are pointed out, and the results are given of tests conducted at packing plants at Fort Worth, Tex., and East St. Louis, Ill., in order to determine the difficulties experienced by commercial packers in handling hogs of the three different types. A series of eight tests, in which the carcasses of 600 hogs were utilized, was conducted at Fort Worth, and a series of four tests with 200 hogs, was carried on at East St. Louis. In tabulated form the results of these tests are clearly given in the appendix of the bulletin.

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GEORGIA MARKET BUREAU OFFERS AID TO COOPERATIVE ASSOCIATIONS

The Georgia State Bureau of Markets, Atlanta, Ga., through the pages of the weekly Market Bulletin, invites farmers who are contemplating the organization of cooperative marketing associations to confer with specialists of the State Bureau regarding their respective problems. The State Bureau is ever ready to assist the producers of Georgia in their various marketing difficulties.

MISSOURI MARKETING BUREAU URGES CELEBRATION OF NATIONAL APPLE WEEK

The Missouri State Marketing Bureau, Jefferson City, Mo., is taking active part in the campaign for National Apple Week, which is being observed during the period October 31-November 7. By interesting the public through the press and through the school children. Special notices were sent to 650 newspapers of the State and to all the county and city superintendents of schools, urging that special attention be given to the celebrating of National Apple Day, October 31, and National Apple Week. This campaign for the consumption of apples is being waged on account of the large crop produced throughout the country this year and the necessity of producers disposing of the crop as quickly as possible to avoid storage. Housewives are urged to buy apples in large quantities and to serve them bountifully during the week.

By this method of campaigning it is hoped that a large percentage of the apple crop can be marketed before the winter months.

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FEDERAL EXHIBIT AT NATIONAL DAIRY SHOW COMMANDS ATTENTION

Great interest was shown in the exhibit made by the United States Department of Agriculture at the National Dairy Show, held in St. Paul, Minn. during the week of October 7. Several of the representatives from the States expressed a desire to obtain all or a portion of the exhibit for further educational work in their respective States. The Extension Service of the University of Wisconsin, Madison, Wis., is anxious to use at least a part of the material in connection with Farmer's Week, which will be held sometime in January. An official of the Oklahoma Dairy Association has asked that the exhibit be displayed at the Oklahoma State Fair next year.

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HANDBOOK OF OFFICIAL GRAIN STANDARDS REVISED AND REPRINTED

The latest revision of the "Handbook of Official Grain Standards for Wheat, Shelled Corn and Oats" has just been received from the press by the Federal Bureau of Agricultural Economics. Copies of the Handbook may be procured from the Superintendent of Documents, Government Printing Office, Washington, D. C., at ten cents per copy.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

November 3, 1922.

Vol. II, No. 45.

PROGRAM READY FOR ANNUAL MEETING OF STATE MARKETING OFFICIALS

The program, as thus far arranged, for the fourth annual meeting of the National Association of State Marketing Officials, which will be held in the Auditorium Hotel, Chicago, December 4-6, includes the following addresses:

A Message from the United States Bureau of Agricultural Economics, by Dr. H. C. Taylor, Chief of Bureau.

Chicago Milk Marketing Plan and Developments in National Milk Marketing, by E. B. Heaton, Secretary, National Milk Marketing Committee of Eleven.

The Relation of City Demand to the Marketing of Farm Products, by Dr. J. E. Boyle, Professor of Rural Economics, Cornell University.

Development of Marketing Research, by W. A. Schoenfeld, Director of Research, Federal Bureau of Agricultural Economics.

Problems in the Transportation of Perishable Freight, by A. M. Shoyer, Through-Freight Manager, Pennsylvania Railroad.

Progress of the National Inspection and Certification Service, by Lloyd S. Tenny, Assistant Chief, Federal Bureau of Agricultural Economics.

The Economist's Viewpoint of Service and Regulatory Agencies, by Dr. B. H. Hibbard, Head of the Department of Agricultural Economics, University of Wisconsin.

Policies that Have Made the American Cranberry Exchange Successful, by A. U. Chaney, Manager, American Cranberry Exchange.

The Regulation of the College Extension Service to the Service and Regulatory Work of the State and National Bureau of Markets, by M. C. Burritt, Vice Director of Extension, Cornell University.

A get-together-banquet will be given on the evening of December 5, which will offer an opportunity for the members of the association to become better acquainted with each other and to talk over matters of mutual interest.

The National Association of State Marketing Officials is made up of two kinds of members, executive and associate. The heads of the several State marketing bureaus and the Chief of the Federal Bureau of Agricultural Economics are entitled to executive membership. Associate members are composed of all other marketing workers in the States. The annual dues of associate members are two dollars. The officials of the organization are very desirous of having a goodly number of representatives from each State at the forthcoming annual conference.

FOUR STATES COOPERATE IN GIVING COURSES IN LIVE-STOCK ACCOUNTING

Short courses for managers of live-stock shipping associations are being given cooperatively by the extension services of the State agricultural colleges of Kansas, Missouri, Iowa and Nebraska. The first course was held at the South St. Joseph (Mo.) Stock Yards, October 24 and 25. Better business and accounting methods for cooperative shipping associations and better grading were the chief subjects of the course. In discussing the purpose and scope of association accounts, S. H. Thompson, Extension Professor of Agricultural Economics, Iowa State Agricultural College, said: "Let no one think that cooperation alone will solve all difficulties. It is always important to give careful attention to consumer demand, economical production and wise use of income.....An association can not rank high in efficiency unless it has a large volume of business, capable management and loyal members."

A demonstration of the business methods practiced by some of the best organized shipping associations in the Corn Belt States, was given by C. W. Hammans, Field Agent in Marketing, Iowa State Agricultural College. He explained in detail the weight ticket, the invoice, account sales, pro-rate sheet, member's statement, summary of car shipments and cash journal. George R. Boomer, Specialist in Marketing, Nebraska Agricultural College, expressed "Nebraska's Viewpoint;" and Guy C. Smith, Economist in the Research Department of Swift & Co., Chicago, discussed the subject, "Markets for Live Stock." Other features of the course were round-table discussions on accounting and on live-stock grading, and a demonstration of how to determine market grades in cars of hogs and cattle. A study of stocker and feeder grades was also made.

The second course is to be held at the Kansas City (Mo.) Stock Yards, November 8 and 9. The program for this course is, in part, as follows: "Forecasting the Cattle and Hog Market," by R. M. Green, Associate Professor of Agricultural Economics, Kansas State Agricultural College; "Prevention of Live Stock Losses during Transportation," by a representative of the Live-Stock Exchange Traffic Bureau; "Marketing of Feeder Cattle," by George R. Boomer, Specialist in Marketing, Nebraska Agricultural College; "Purpose and Scope of Association Accounts," by John Sheay, Extension Assistant Professor in Marketing, University of Missouri. A live-stock grading demonstration showing the methods used in grading mixed cars of hogs and mixed cars of cattle and sheep in order to bring top market prices, will be conducted by R. W. Kiser, Assistant Professor of Animal Husbandry, Kansas State Agricultural College. The laboratory work in accounting systems will be in charge of T. D. Morse of the Missouri Extension Service. Time will be given for round-table discussions in which the managers of the different associations will take active part.

The committee in charge of the short courses in live-stock accounting is composed of the following: Chairman, John Sheay, University of Missouri; C. W. Hammans and S. H. Thompson of the Iowa State College of Agriculture; George R. Boomer, University of Nebraska; and Roy W. Kiser, Kansas State Agricultural College.

STANDARDIZATION WAS THEME OF SOUTH CAROLINA MARKETING EXHIBIT

Standard grades and containers for farm produce were featured by the South Carolina Division of Markets in its exhibit at the State Fair, Columbia, S. C., during the week of October 23. The necessity of standardization was emphasized by pictures and by samples of graded and ungraded vegetables. A picture, 20 feet long, of a refrigerator car, painted in natural colors, formed the back-ground of the exhibit. Large framed pictures, prepared by the Federal Bureau of Agricultural Economics, showed plainly to the many visitors the differences between graded and ungraded cucumbers, white potatoes, sweet potatoes, onions and tomatoes. So real in coloring were these reproductions that in some instances it was difficult to distinguish them from the real produce placed near by.

Standard containers for the fruit and truck crops grown in South Carolina were also displayed. Copies of the market reports, received by radio, were distributed freely among the crowds.

F. L. Harkoy, Chief of the Division of Markets, who was in charge of the exhibit, has his headquarters in the Chamber of Commerce Building, Spartanburg, S. C.

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SOUTH DAKOTA RADIO NEWS SERVICE TO OPEN SOON

As soon as the new radiophone purchased by the Extension Service of the South Dakota State College of Agriculture and Mechanic Arts, Brookings, S. D., has been installed, market reports will be broadcast twice daily over the State. With the inauguration of this news service, in the very near future, South Dakota farmers will be able to keep in close touch with the large markets of the country. The report broadcast at 10.30 each morning will give the live-stock receipts at Chicago, hog prices at five or more markets, and the weather forecast. At 2:15 in the afternoon summaries of the St. Paul and Omaha live-stock markets, and the Chicago grain markets will be sent out. These reports will be based on information received by radio-telegraph from the powerful navy station at Chicago which is cooperating with other Government agencies in the broadcasting of reports on weather, crop and market conditions.

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DELAWARE MARKETING DIVISION TO RECEIVE MARKET REPORTS BY RADIO

The State Division of Markets, Dover, Del., is contemplating the purchasing of a radio receiving outfit, by means of which the market reports sent out from stations along the North Atlantic Coast can be obtained. W. T. Derickson, Chief of the Division, conferred with specialists in the Washington office of the Federal Bureau of Agricultural Economics, November 2, regarding the development of a radio market-news service and also shipping-point-inspection work for fruits and vegetables.

LIVE-STOCK ACCOUNTING SCHOOL FOR MISSOURI AND ILLINOIS SHIPPERS

A school for the benefit of officers and managers of live-stock shipping associations in Missouri and Illinois will be held at St. Louis, Mo., November 9. Among the topics to be considered at the morning session of the school, the following are noted: The organization of live-stock shipping associations; the owner's part in preparing live stock for shipment; the manager's responsibility in preparing stock for shipment; and the handling of cooperative shipments at the markets. At the afternoon session, uniform accounting systems will be explained by John Sheay, Extension Assistant Professor in Marketing, University of Missouri. T. Roy Reid, Live-Stock Specialist with the Arkansas Extension Service, will address the school on the subject: "Handling Feeder Hogs through Shipping Associations." W. H. Laney, also with the Arkansas Extension Service, will tell of the development of cooperative shipping in the South. Round-table discussions will follow in which the representatives of the various shipping associations will take part.

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LOUISIANA SIRUP MAKERS URGED TO STANDARDIZE THEIR PRODUCT

Not until a more uniform product can be produced will the cooperative method of marketing sirup be recommended by the Extension Division of the Louisiana State University, Baton Rouge, La. Makers of cane sirup are urged by D. N. Barrow, Specialist in Sugar Cane, to practice more uniform methods in manufacturing their product. Lack of quality and lack of uniformity in grade, he states, proved a serious drawback to sirup makers last year and many operators of small plants were either left with their goods upon their hands or were forced to sell at prices that were not remunerative. A better appreciation of the need of some standard of quality in the manufacture of cane sirup is being impressed upon the producers. With the production of a standard grade, the cooperative method of marketing will be urged.

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SERIES OF FIFTY MARKETING SCHOOLS TO BE HELD IN OREGON

In planning for the series of fifty marketing schools to be held throughout the State of Oregon this winter by the Extension Service of the State Agricultural College, Corvallis, Ore., R. S. Besse, Specialist in Marketing and Organization, is contemplating the use of several motion picture films, prepared by the United States Department of Agriculture, as one way of illustrating certain fundamental principles of marketing. It is proposed that these two-day schools shall assist both producers and consumers by giving them a clearer understanding of the cooperative method of marketing farm products. Concrete examples from the actual experiences of existing organizations will be used in explaining some of the problems encountered by cooperative associations.

MARKETING SPECIALIST ASSISTS IN SAVING A COOPERATIVE ORGANIZATION

Marketing specialists are oftentimes called upon to diagnose and prescribe for many of the ailments which are likely to afflict cooperative marketing associations that are not established on sound business principles. In commenting upon one of the cooperative organizations in New Mexico which was threatened with disruption because of misunderstanding between the directors and members, C. A. McNabb, Extension Agent in Marketing, State College, N. M., whose aid was solicited in bringing about a satisfactory adjustment, said:

"At the night meeting, I shed my coat and proceeded with hammer and tongs to drive all contending forces to a common center. I gave the statements as they were given to me, and demanded of those present that the matter be threshed out then and there, so that they might all agree on the problem that seemed to be creating the dissension. This worked fine. Then, I proposed a plan of taking care of the indebtedness.....I succeeded in getting this motion adopted unanimously.....The meeting was of sufficient importance that although it began at 8:00 p.m. on Saturday, it did not adjourn until 1:00 a.m. Sunday, and not a single member left his seat during the course of the meeting. When it was over, I was extended a vote of thanks and assured by all those present that all the sores had been healed."

Mr. McNabb went on to state that one of the greatest difficulties which he has found confronting the successful operation of cooperative marketing organizations is that of disloyalty. "Even though a binding contract exists between the member and the association, it is difficult to get any of the association officials to resort to the courts....An action of this character would go a long way toward keeping the membership in line and maintaining the strength of the organization."

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MASSACHUSETTS MARKETING DIVISION REPRINTS MARKET INFORMATION

Each week the Massachusetts Division of Markets, Boston, Mass., reprints the page devoted to marketing which appears in Current Affairs, the weekly publication of the Boston Chamber of Commerce, and mails it to a large number of interested persons. The marketing information deals with different subjects of current importance to producers, shippers and dealers in farm produce. Charts are sometimes used to illustrate certain statistics graphically.

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PENNSYLVANIA ECONOMIST INTERESTED IN EXTENSION WORK IN MARKETING.

J. N. McKee, Associate Professor of Rural Economics, Pennsylvania State College, State College, Pa., recently spent a day in Washington conferring with division leaders of the Federal Bureau of Agricultural Economics regarding material that is available for use in extension work in marketing and agricultural economics.

CALIFORNIA FRUIT AND VEGETABLE STANDARDIZATION ACT

The validity of that portion of the California fruit and vegetable standardization act, reading as follows:

Oranges shall be considered unfit for shipment when frosted to the extent of endangering the reputation of the citrus industry, if shipped, as well as the regulation issued by the Director of Agriculture thereunder, was involved in the case of In re Peppers, recently decided by the Supreme Court of California. It was held that the portion of the statute quoted was invalid in that it was so vague that a shipper of oranges could not know from a reading thereof what constituted a violation. In this connection the court said:

Considering the said clause in said act by itself and unaided by the attempted definition of the Department of Agriculture, it will be seen that it does not purport to forbid the shipment of all frosted oranges. It thus concedes that oranges may be frosted and may still be the proper subject of shipment and consumption without in any way 'endangering the reputation of the citrus industry.' What defect then shall render certain of such oranges unfit for shipment as 'endangering the reputation of the citrus industry?' What is the reputation of the citrus industry? Is it for the production and shipment of oranges of a certain standard of color, or of sweetness, or of juiciness, or of palatability? How is the producer whose oranges have been touched by frost to know, from the terms of this act, whether or when he will be violating it in offering his fruit for shipment?

Although the Director of Agriculture was authorized by the act to make regulations, the court held that the regulations issued by him, purporting to make more certain the portion of the statute quoted, could not be sustained, inasmuch as "the legislature had no power to.....delegate to an administrative board or office its exclusive power and function of determining what acts or omissions on the part of an individual are unlawful." The portion of the act involved was considered so vague in itself as not to be susceptible of being aided by the rules and regulations of the Director of Agriculture.

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MARKETING AND FARM MANAGEMENT GIVEN PAGE IN KANSAS EXTENSION NEWS

One page of the Kansas Extension News, the monthly publication of the Extension Division of the Kansas State Agricultural College, Manhattan, Kans., is devoted to the general subject of marketing and farm management. Timely articles of economic interest to farmers are given on this page. These include a review of market conditions, items on costs of production, and reports on various marketing activities.

MICHIGAN STATISTICIAN PREPARES EXHIBIT FOR STATE FAIR

At the Michigan State Fair, an exhibit prepared by V. H. Church, State Agricultural Statistician, Lansing, Mich., attracted much attention. A large State map with tacks showed the location of all the field aids. By means of ribbons and placards the number of special reporters on beans, potatoes, honey bees, maple products and live stock were indicated. A chart illustrating the potato production and prices for the last twenty-five years was prepared to show the see-saw effect of large acreages in alternate years. Another chart showed relative monthly prices for six large crops of potatoes and six small crops, while still another, showed similar comparisons for apple crops and prices. A considerable number of bulletins were distributed from the booth.

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SERIES OF LIVE-STOCK PUBLICATIONS TO BE PREPARED BY MISSOURI

The Missouri State Board of Agriculture, Jefferson City, Mo., has recently secured the services of John Ashton, as Live-Stock Field Representative, to write a series of bulletins, partly from the standpoint of marketing, on each separate breed of beef cattle, dairy cattle, hogs, sheep, horses and mules. Mr. Ashton, a graduate of the Texas Agricultural College, was formerly associate editor of the Breeders' Gazette. He has spent considerable time abroad making investigations of the live-stock industry in several of the European countries. It is proposed to write the bulletins in a style suitable for use as text and reference publications in college and vocational agricultural classes.

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FACTS TO BE REMEMBERED IN MARKETING POTATOES

"How Best to Market the Potato Crop" is the subject of a rather lengthy article by Dr. A. T. Evans, Associate Professor of Agronomy, South Dakota State College of Agriculture, Brookings, S. D., which appeared in a recent number of the Dakota Farmer, and was reprinted in the October 27 issue of the Potato Digest, the official organ of the Minnesota Potato Exchange, Minneapolis. In this article, Dr. Evans, explains certain important facts to be remembered at the time of digging, grading, loading and shipping potatoes, in order to reduce the great loss which often occurs before the potatoes reach the ultimate consumer.

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E. L. RHODES OF KANSAS TO SPECIALIZE IN MARKETING

E. L. Rhodes, Farm Management Demonstrator, Kansas State Agricultural College, Manhattan, Kansas, is taking advanced work in marketing this year, at the University of Chicago.

NEW BULLETIN ISSUED ON LEGAL PHASES OF COOPERATIVE ASSOCIATIONS

Of particular interest to the many cooperative marketing associations in the country, is Department Bulletin No. 1106, "Legal Phases of Cooperative Associations," just issued by the United States Department of Agriculture. The publication, which was prepared by L. S. Hulbert, formerly Assistant in Cooperative Marketing, Bureau of Agricultural Economics, discusses some of the legal questions with respect to the organization, conduct and operation of cooperative associations. These questions are considered from the standpoint of incorporated associations with capital stock, incorporated associations without capital stock, and unincorporated associations. Some of the topics dealt with in the bulletin are: Contracts; promissory notes; cooperative associations as agents; monopolies - restraint of trade - including the Sherman and Clayton Acts and the Capper-Volstead Act; the Federal Trade Commission; specific performance; and income taxes. The appendix contains a suggested form of by-laws and contract for cooperative associations.

Copies of the bulletin may be obtained free from the Division of Publications, Department of Agriculture, so long as the supply lasts.

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NEW TEXT BOOK ON MARKETING APPEARS

"Principles of Marketing" is the subject of a new text book by Dr. F. E. Clark, Associate Professor of Economics and Marketing, Northwestern University School of Commerce, Evanston, Ill. The purpose of the book is to treat of the nature of the marketing processes, viewing the marketing structure as a whole and analyzing marketing problems and the devices used in solving them. Macmillan Company of New York City is the publisher.

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ANOTHER PUBLICATION ISSUED ON CONSTRUCTION OF RADIO RECEIVING SETS

The seventh publication in the series of semi-technical pamphlets describing very simple radio receiving equipments has been issued by the Bureau of Standards, United States Department of Commerce. It is entitled, "Description and Operation of an Audio-Frequency Amplifier," and is issued jointly by the Bureau of Standards and the Bureau of Agricultural Economics.

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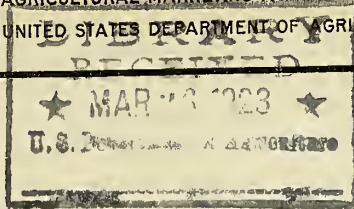
SOUTH CAROLINA TO HAVE A RADIO MARKET-NEWS SERVICE

The Extension Service of the Clemson Agricultural College, Clemson College, S. C., is installing a radio broadcasting station as a means of developing a market-news service for South Carolina. The station will be ready for operation in the near future.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

November 15, 1922.



Vol. II, No. 46.

HEARINGS ON WOOL GRADES ANNOUNCED

Hearings on the proposed United States Grades for Wool, which have been formulated and distributed under the name of Tentative Wool Grades by the United States Department of Agriculture, will be held in the offices of the Boston Wool Trade Association, 263 Summer Street, Boston, Mass., on Tuesday, November 21, beginning at 1:30 p.m., eastern standard time. The next hearing will be held in the Manufacturers' Club, Broad and Walnut Streets, Philadelphia, Pa., on Thursday, November 23, beginning at 1:30 p.m., eastern standard time. All persons or officials of organizations who are interested in the proposed grades are invited to be present or to send a representative to the hearings.

Representatives of the United States Department of Agriculture will be present with an exhibit which will show the proposed classes and grades of wool. The work of the Department leading up to the formation of the Tentative Grades will be discussed and illustrated by actual exhibits, and the proposed classes and grades will be explained by the specialists in charge. An opportunity will be given to all those present to discuss the various matters pertaining to the grades and to offer suggestions relative to their practical utility.

Those persons having sets of the United States Tentative Wool Grades who have not already submitted their comments to the Department and who are unable to attend the hearings may do so in writing, but such suggestions must reach the Department at Washington not later than January 10, 1923.

Similar hearings will be held in Chicago on December 6. The place of this meeting and other hearings which may be held will be announced later.

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MISSOURI OFFERS RADIO MARKET NEWS SERVICE TO NEIGHBORING STATES

The Missouri State Marketing Bureau, Jefferson City, Mo., has written to State marketing officials in the neighboring States calling their attention to the availability of the radio market news reports sent out from the transmitting station recently installed by the Marketing Bureau in the State Capitol. Those State agencies which do not support a radio broadcasting program of their own are invited to work out with officials of the Missouri Marketing Bureau a broadcasting program to the best advantage of Missouri and interested States. These States are asked to offer suggestions for improving the Missouri service, to the satisfaction of all States concerned, and to call to the attention of the people in their respective territories the market-news service available from the powerful station at Jefferson City.

SERIES OF MEETINGS IN PENNSYLVANIA FOR COOPERATIVE ASSOCIATIONS

A series of eight meetings for the benefit of the three hundred or more agricultural cooperative associations in Pennsylvania are being held throughout the State by the State Bureau of Markets, Harrisburg, Pa., and the Extension Division of the Pennsylvania State College, State College, Pa. It was thought desirable that these organizations, chartered for various purposes, be given an opportunity to become acquainted with the work that neighboring associations are carrying on. At these meetings of representatives from the different agricultural organizations, problems common to the associations will be discussed, experiences compared, and ways determined by which the State Bureau of Markets and the Extension Division can be of practical assistance to such organizations. Invitations to attend one or more of the meetings were sent to all existing cooperative associations in the State and especially to persons contemplating the establishment of new associations that they might profit by the experiences as related by the old organizations.

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MARKET REPORTS IN OHIO GIVEN WIDE DISSEMINATION

The daily market reports and the weekly and semi-weekly marketgrams and market reviews, furnished by the Ohio Division of Markets and Marketing, Columbus, Ohio, are being used regularly by 430 newspapers in the State. The marked increase in the number of newspapers carrying market information has resulted from the special effort put forth by the Division to place current market reports in the hands of every farmer of the State.

In addition to this phase of the market-news service, reports are disseminated by radio from five centers in the State, making it possible for many producers to have correct market information at least once in every 24 hours.

Through the medium of the Market News and Exchange Bulletin, which the State Division of Markets publishes weekly, wide circulation is given to timely articles pertaining to the marketing of farm produce. The paper now has a circulation of approximately 18,000.

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RESEARCH IN MARKETING AT UNIVERSITY OF ILLINOIS

The Seminar in Agricultural Economics at the University of Illinois, Urbana, Ill., opened this year with more than twenty graduate students present. The first semester the work of the seminar will be devoted to a thorough study of agricultural credits and to a study of the present tariffs upon agricultural products as a factor affecting the marketing of surplus products. With the vast collection of documents and literature which have been accumulated at the University of Illinois, Ivan Wright of the Department of Economics, who is directing the seminar, expects that some valuable results will be obtained from these investigations.

CREAM-GRADING CAMPAIGN IN MISSOURI INDORSED BY MANY CREAMERIES

In the interest of the cream-grading campaign which the Missouri State Marketing Bureau, Jefferson City, Mo., has been conducting since August in cooperation with the State Dairy Commissioner's Office, an effort is being made to determine the attitude of the individual creameries toward this campaign. Blank indorsements are being sent to each creamery with the request that they be signed and returned to the State Marketing Bureau.

This action was brought about because of the non-cooperative attitude on the part of some of the cream-buying stations. These non-cooperating stations have in practically every instance declared that the creamery for which they were buying is not in favor of purchasing cream from the producers on a graded basis and that they can not purchase cream on a graded basis until the creamery which they represent instructs them to that effect. Some of these reports come from stations which are buying for creameries known to be in favor of the State-wide cream-grading program which has the recommendation of the Missouri Creamerymen's Association.

According to D. C. Rogers, Associate State Marketing Commissioner, the signed indorsements are being returned by a large number of the creameries in the State. The State Marketing Bureau will keep accurate check on the creameries and will endeavor to secure a one hundred per cent indorsement.

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MARKET REPORTING AND CROP ESTIMATING COMMITTEE OF STATE MARKETING MEN

P. R. Taylor, Acting Director of the State Bureau of Markets, Harrisburg, Pa., chairman of the Market Reporting, Crop Estimates and Statistics Committee of the National Association of State Marketing Officials, has been working on the program for the meeting of his committee which will be held during the annual conference of the Association at the Auditorium Hotel, Chicago, December 4-6. Mr. Taylor has arranged for very short talks on the following topics: Cooperation with consumers in market reporting, by A. L. Clark, Chief, New Jersey Bureau of Markets; The use of market reports by press associations, by H. D. Phillips, Director of the Bureau of Markets of the New York Department of Farms and Markets; Future plans for leased wire services, by E. W. Stillwell, in charge of Market News Service on Fruits and Vegetables, Federal Bureau of Agricultural Economics; Difficulties and possible improvements with radio reports, by D. C. Rogers, Associate Commissioner, Missouri Marketing Bureau; Recent developments in crop estimating, by L. M. Estabrook, Associate Chief, Federal Bureau of Agricultural Economics.

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HAY STANDARDIZATION TO BE EMPHASIZED BY PENNSYLVANIA BUREAU OF MARKETS

The standard grades for hay, as approved by the Federal Bureau of Agricultural Economics, will be used in the demonstrational work in hay standardization which the State Bureau of Markets, Harrisburg, Pa., proposes to conduct during the coming months.

HAY INSPECTION MARKETS DESIGNATED

Hay inspection work, in accordance with the United States grades for hay recently promulgated by the Federal Bureau of Agricultural Economics, will be conducted in eight cities which have been designated as important central markets for the inspection of hay. They are: Washington, D. C.; Alexandria, Va.; New York, N. Y.; Chicago, Ill.; Philadelphia, Pa; Boston, Mass.; Richmond, Va.; and Auburn, N. Y.

Six representatives of the hay trade are now attending the training school for hay inspectors conducted at the Hay Standardization Laboratory of the Federal Bureau at Alexandria. The course includes instruction in making color determinations, separations for class and foreign material, and the judging of grades by making estimates of the percentages of the various factors on bales of hay on which actual analyses have previously been made. Instruction is also given in the administrative details of a Federal hay inspector's work and in the marketing of hay. Similar classes will be conducted from time to time to train inspectors to be located at other large markets and shipping points.

W. M. King of the Hay, Feed and Seed Division of the Federal Bureau has been designated as the Federal Hay Inspector for Washington and Alexandria.

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NATIONAL ASSOCIATION PLEDGES ASSISTANCE IN STANDARDIZATION WORK

The Federal Bureau of Agricultural Economics has been advised of a resolution adopted by the National Poultry, Butter and Egg Association, at its annual meeting held in Chicago last month, in which assistance was offered in the establishment of standards and grades for dairy and poultry products. The resolution reads as follows:

RESOLVED, That the Executive Committee be urged to keep in touch with the active movements to establish commercial standards on dairy and poultry products; to offer the assistance of the Association in the formation of such standards and guard against the adoption of any that may be impractical or detrimental to the public interests.

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LIST SHOWS COMMODITIES IN DEMAND ON LEGAL AND HEBREW HOLIDAYS

The Bureau of Traffic and Transportation of the New York State Department of Farms and Markets, Albany, N. Y., in the interest of poultry and live-stock producers particularly, has prepared a special bulletin showing the legal and Hebrew holidays for the years 1922 and 1923 and the different kinds of poultry and meats demanded by the public at such times. The list gives the names of the holidays and the dates on which they fall, the best market days preceding the holidays and commodities which are in demand.

EXAMINATION FOR COTTON CLASSER'S HELPER ANNOUNCED

An open competitive examination for Cotton Classer's Helper has been announced by the United States Civil Service Commission for December 13, 1922. Vacancies in the Federal Bureau of Agricultural Economics for duty in Washington, D. C., or in the field, at salaries ranging from \$900 to \$1440 a year, will be filled from this examination. The duties of this position will be to help in the cotton-classing laboratory in the preparation and handling of samples and to assist the cotton classifiers in their duties in connection with the cotton work. Appointees to this position will have an excellent opportunity to become familiar with the official cotton standards of the United States and the method of their preparation and use.

Further information regarding the requirements of applicants for this examination may be obtained from the United States Civil Service Commission, Washington, D. C.

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PENNSYLVANIA'S GRAIN-STANDARDIZATION WORK

In the grain-standardization work which the Pennsylvania Bureau of Markets, Harrisburg, Pa., is carrying on, particular effort is being made to have farmers grade their wheat before offering it for sale. Pennsylvania mills are urged to improve their milling equipment and consumers and bakers in the State are asked to use flour made from Pennsylvania wheat. The results of the campaign so far show an improvement in the quality of the crop and increased financial returns to the producer.

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AGRICULTURAL ECONOMICS TAUGHT AT NEW JERSEY COLLEGE OF AGRICULTURE

Students of the New Jersey State College of Agriculture, New Brunswick, N. J., are given an opportunity to major in subjects in agricultural economics. The courses offered this year are: Farm Accounting, Farm Organization, Farm Management, Rural Sociology, Agricultural Economics, Economics of Agricultural Marketing, and Farmers' Organizations. Most of these courses are new this year. Henry Keller, Jr., Assistant Professor of Agricultural Economics, is teaching a number of the subjects.

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SOUTH DAKOTA AGRICULTURAL COLLEGE OFFERS COURSES IN ECONOMICS

The newly organized Department of Farm Economics of the South Dakota State College of Agriculture and Mechanic Arts, Brookings, S. D., is offering the following courses this year: Farm Record Keeping, Agricultural Economics, Principles of Marketing Farm Products, Cooperative Management, Principles of Farm Organization and Management, advanced course in Farm Organization and Management, Rural Sociology, and Farm Economic Problems (seminar).

BULLETIN DESCRIBES NEW HAMPSHIRE'S COOPERATIVE ASSOCIATIONS

Following the completion of the survey of farmers' cooperative associations in New Hampshire, a bulletin has been issued by the State Bureau of Markets, Concord, N. H., entitled, "Farmers' Buying and Selling Organizations in New Hampshire," in which is set forth a brief history and description of the different agricultural cooperative organizations now operating in the State. A comparison has been made of the methods employed by the different associations and a summary given of the fundamental principles considered essential for success in cooperative enterprises. The bulletin is made attractive by the use of illustrations showing the headquarters of several of the associations and the different lines of activity carried on by some of them.

Lawrence A. Carlisle, Assistant Commissioner of Agriculture, who is in charge of the State Bureau of Markets, prepared the material for the bulletin.

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EGG STANDARDIZATION EXPLAINED IN POULTRY JOURNAL

In the interest of egg standardization the Missouri Marketing Bureau, Jefferson City, Mo., has prepared an article for one of the poultry journals, in which, with the aid of cuts, the method of determining the degree of freshness of eggs is carefully explained. These cuts were prepared by the United States Bureau of Chemistry and were loaned to the Missouri Marketing Bureau in its egg-standardization campaign. The cuts show the appearance of the eggs when candled and also when broken. The text gives in minute detail the characteristics of the different types of eggs.

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WISCONSIN GRADES FOR POTATOES ISSUED IN BULLETIN FORM

The standard grades for potatoes adopted by the State of Wisconsin, are given in Bulletin No. 7, Vol. 3, just issued by the State Department of Markets, Madison, Wis. The grades are known as Wisconsin Badger Brand, United States No. 1, United States No. 1 Small, and United States No. 2. The rules and regulations pertaining to the grading and marketing of potatoes are also contained in the bulletin.

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MISSOURI STATE GRAIN INSPECTOR FORMERLY FEDERAL EMPLOYEE

M. J. Meyer, formerly a grain sampler in the Denver office of the Federal Bureau of Agricultural Economics, has been appointed by the Missouri inspection department as State grain inspector. His headquarters will be at St. Joseph, Mo.

OCTOBER JOURNAL OF FARM ECONOMICS CONTAINS INTERESTING ARTICLES

In the October number of the Journal of Farm Economics, the quarterly publication of the American Farm Economic Association, appear two articles on the following subjects by W. F. Callandar, in charge of the crop and live-stock reports, Federal Bureau of Agricultural Economics: "The Crop Reporting System of Europe," and "Expansion of Live-Stock Reporting by the Bureau of Agricultural Economics." Dr. G. F. Warren, head of the department of agricultural economics and farm management, Cornell University, has contributed an article entitled, "Notes on Farm Accounting in Some European Countries." A fourth article appearing in this issue is called "The Decline of Prices of Cereals," by A. E. Taylor of the Food Research Institute of Stanford University.

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WOOL STORIES PREPARED BY MISSOURI STATE MARKETING OFFICIAL

D. C. Rogers, Associate State Marketing Commissioner, State Marketing Bureau, Jefferson City, Mo., at the request of the editor of the American Sheep Breeder and Wool Grower, has prepared two articles on the wool marketing work in Missouri for recent issues of that publication. The article in the October number is in regard to the sheep show at the Missouri State Fair, with reference to the wool and wool-products exhibit which the State Marketing Bureau has prepared for the State Fair for the past two years.

The story for the November issue deals especially with the wool-pool situation in Missouri for the year 1922.

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MINUTES OF SOUTHERN MARKETING CONFERENCE AVAILABLE IN PRINTED FORM

The minutes of the marketing conference of southern fruit and vegetable growers, held in Birmingham, Ala., October 13-14, have been published in printed form. This conference was called by the extension divisions of the colleges of agriculture in several of the Southern States and by the heads of some of the leading marketing associations in that section for the purpose of considering the cooperative marketing of farm products. L. N. Duncan, Director of the Extension Service, Alabama Polytechnic Institute, Auburn, Ala., acted as chairman of the meeting.

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LIVE-STOCK FREIGHT RATES STUDIED IN IOWA LAST SUMMER

A special investigation of live-stock freight rates and traffic conditions in Iowa was made last summer by Arthur D. Lowe, an instructor at the University of Pennsylvania, during a three-months appointment with the Experiment Station of the Iowa State College of Agriculture. The study was made under the direction of Dr. E. G. Nourse, Professor of Agricultural Economics.

BOY'S CLUB IN DELAWARE MARKETS SWEET POTATOES COOPERATIVELY

A boy's club in Delaware has successfully completed its first cooperative marketing project. This club, following the advice of the State Club Leader of the Extension Department, University of Delaware, Newark, Del., decided to market cooperatively a part of its sweet potato crop. The boys looked to the faculty of the University of Delaware as prospective purchasers and were able to secure orders for 54 bushels of potatoes. The potatoes were packed in standard hampers and were marked with the club label showing the name of the packer and approval of the local leader. In each hamper was placed a leaflet giving instructions for the storage of sweet potatoes and a few recipes for preparing special sweet potato dishes.

The potatoes were delivered to Newark by truck and paid for upon delivery. The price received netted the club boys a sum in excess of the market price at shipping point, and the customers received a better grade of potatoes at a price slightly under the prevailing market quotations.

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CONFERENCE OF COTTON GROWERS TO BE HELD IN MEMPHIS, TENNESSEE

Representatives appointed by the governors of the cotton-growing States will meet in Memphis, Tenn., December 4-6 to consider matters affecting cotton production and marketing. The United States Warehouse Act will be studied, and recommendations made for a uniform plan of handling cotton with bonded warehouse receipts. A uniform plan for cooperative selling and marketing of cotton will be worked out at this time.

It is expected that Secretary of Agriculture Wallace will be present for one day of the conference. Agricultural extension workers, State agricultural officers, chambers of commerce and other interested agencies will take an active part in this important conference.

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MINNESOTA EXTENSION WORKERS HOLD ANNUAL CONFERENCE

Cheese marketing is one of the many subjects being considered this week at the tenth annual conference of extension workers of Minnesota at the University of Minnesota, St. Paul. W. A. Farrell of the States Relations Service, United States Department of Agriculture addressed the workers on the subject, "Measuring Results in Extension Work."

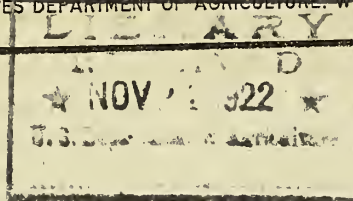
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GRADUATE STUDENTS IN IOWA SPECIALIZE IN SUBJECT OF MARKETING

Three students holding scholarships at the Iowa State College of Agriculture, Ames, Iowa, are taking graduate work along marketing lines. They are, V. C. Pinkham from the Connecticut Agricultural College; and A. H. Lindsey and Albert Mighell from the University of Illinois.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



November 22, 1922.

Vol. II, No. 47.

NORTH DAKOTA MARKETING DEPARTMENT OUTLINES PLANS FOR YEAR

In outlining the extension activities in marketing which the Department of Marketing and Rural Finance, North Dakota Agricultural College, Fargo, N. D., proposes to conduct this year, much attention has been given to the potato interests of the State. George P. Wolf, formerly Assistant County Agent Leader for North Dakota, will leave shortly for several Southern States, including Louisiana, Arkansas, Alabama, Texas and Oklahoma, where he will make a careful investigation of the possibilities of developing a market for North Dakota certified seed potatoes of the Triumph variety. Mr. Wolf is desirous of placing orders for at least fifty carloads of certified seed potatoes from North Dakota. Upon his return to North Dakota he will instruct growers in the approved methods of loading the potatoes for shipment.

The Department of Marketing is also planning to assist the poultry producers of the State. At this time, particularly, attention is being given to the marketing of turkeys. The feasibility of shipping a couple of carloads of turkeys cooperatively is being investigated.

The plans of the Department also include the conducting of marketing investigations for grain, and for dairy products.

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FEDERAL BUREAU PREPARES EXHIBIT FOR INTERNATIONAL LIVE-STOCK SHOW

Standard classes and grades for live stock, recommended by the Federal Bureau of Agricultural Economics, and the Bureau's market-news service on live stock and meats will be featured at the exhibit which the Federal Bureau is preparing for the International Live-Stock Exposition, Union Stock Yards, Chicago, December 2-7. By colored photographs the classes and grades for cattle, hogs and sheep will be portrayed.

The methods used by the Bureau in gathering live-stock and meat-market news will be clearly shown on a large outline map of the United States. The points from which such information is collected will be indicated. The Government's leased wire system will also be shown. The means used in disseminating this information will be featured, such as the mails, telegraph, telephone and radio. A telegraph operator, stationed in one of the booths, will receive the market reports sent out over the leased wires. These will be posted on a bulletin board where they can be viewed by the general public.

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Library, Dept. of Agr.,
Washington, D. C.

TEXAS DIVISION OF MARKETS PREPARED EXHIBITS FOR STATE FAIRS

The Division of Markets of the Texas Markets and Warehouse Department, Austin, Tex., prepared educational exhibits on various phases of marketing which were displayed at several of the fairs throughout the State this fall. A cotton exhibit was arranged to show the grades and types of cotton used in the manufacture of various articles. The official cotton standards of the United States were shown in this connection. The industrial importance of cotton seed and its by-products was also featured. The process of delinting, hulling, cooking and crushing the seed was shown in detail, and the resultant by-products such as cotton-seed meal, refined oils, soaps, etc., were displayed.

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MARKETING FEATURED IN EXHIBIT BY UNIVERSITY OF KENTUCKY

The subject of marketing was featured in the exhibit which the Department of Farm Economics of the College of Agriculture, University of Kentucky, Lexington, Ky., prepared for the State Fair this fall. By a series of stairsteps upon which were marked the various "steps in marketing," including assembling, grading, transporting, financing, storing, etc., the marketing idea was set forth. The exhibit aroused great interest among the farmers who were heard discussing among themselves as to whether or not any of the steps could be dispensed with, and if so, which and how.

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COOPERATIVE MARKETING TO BE FEATURED IN COLORADO EXTENSION WORK

In planning for the extension work in marketing to be carried on in Colorado during the coming year, W. F. Heppe, Extension Agent in Marketing, State Agricultural College of Colorado, Fort Collins, proposes to continue, in an educational way, to assist potato growers of the State in forming cooperative selling organizations. By strictly extension and demonstrational methods, Mr. Heppe will point out the underlying principles of cooperative marketing. The associations now operating, and new ones to be organized, will be federated into a State-wide central selling agency.

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NORTH DAKOTA MARKETING DEPARTMENT ISSUES A MARKET-INFORMATION SHEET

A Market-Information Sheet is being issued in mimeographed form by the Department of Marketing and Rural Finance of the North Dakota Agricultural College, Fargo, N. D. This news service, which is issued irregularly as need arises, contains items of timely interest and value to farmers in performing the different marketing functions. Approved methods for the grading, packing and shipping of products to market are explained for the readers.

NATIONAL ASSOCIATION OF STATE MARKETING OFFICIALS

In addition to the program published in the November 8 issue of "Marketing Activities," for the annual meeting of the National Association of State Marketing Officials, which will be held in Chicago, December 4-6, several other addresses have been arranged. A. R. Rule, General Manager of the North American Fruit Exchange, will discuss the organization and marketing plans of the Federated Fruit and Vegetable Growers', Inc. A. L. Green of the Freight Claim Department of the American Railway Association will explain how his association can cooperate with the State bureaus of markets. D. W. Martin, Director of the Bureau of Merchandising, American Institute of Meat Packers, will address the meeting on the subject, "Co-operation with Producers and Distributors of Meat in Marketing."

The Agricultural Committee of the Chicago Association of Commerce has arranged a luncheon for the members of the National Association of State Marketing Officials.

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BULK HANDLING OF GRAIN DESCRIBED IN NEW BULLETIN

"The Bulk Handling of Grain" is the subject of Farmers' Bulletin, No. 1290, just issued by the United States Department of Agriculture. Recent tests at one of the modern terminal elevators and sack warehouses in Portland, Ore., were made by E. N. Bates and A. L. Rush, Investigators in Grain Handling, Bureau of Agricultural Economics, to determine the comparative costs of unloading sacked grain and bulk grain. The bulletin sets forth the results of these investigations regarding the economical phases involved in the two methods of handling grain and describes the equipment necessary for the successful handling of grain in bulk on the farm. Copies of the bulletin can be obtained free from the Division of Publications, United States Department of Agriculture, Washington, D. C.

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UNIVERSITY OF MINNESOTA OFFERS COURSE IN COOPERATIVE ACCOUNTING

The course in cooperative accounting in the School of Agriculture, University of Minnesota, St. Paul, Minn., is being taught this year by E. W. Gaumnitz, who is devoting a part of his time to research work in cost of marketing in the Central Live-Stock Market at South St. Paul.

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UTAH AGRICULTURAL COLLEGE OFFERS NEW GRADUATE COURSES IN ECONOMICS

Of the four new graduate courses in agricultural economics being offered this year at the Utah Agricultural College, Logan, Utah, two pertain to marketing. They are, Economics of Marketing, and Market Produce. These courses are in addition to the regular research and seminar courses.

MARKETING TO BE CONSIDERED AT MEETING OF DELAWARE HORTICULTURAL SOCIETY

Several addresses relating to the subject of marketing are included in the program for the thirty-sixth annual meeting of the Peninsula Horticultural Society, Dover, Del., November 21-23. Among these the following are noted: "Peach Culture and Marketing," "In the Market Place," "Strawberry Growing and Marketing," "Cooperative Canning," and "What the Railroad Does for the Farmer."

W. T. Derickson, Director of the Delaware State Division of Markets, will explain the work of his Division. A. W. McKay, Specialist in Market Extension, Federal Bureau of Agricultural Economics, will speak on the subject, "The Farmer's Part in Marketing."

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AGRICULTURAL COOPERATION

"Agricultural Cooperation" is the title of twelve pages of mimeographed material just issued by the Federal Bureau of Agricultural Economics. The material consists of a statement relative to the "Liability of Cooperative Associations for Federal Income Taxes," and twenty-one items regarding cooperative activities in eleven states and one foreign country. Among the items is one giving information compiled from reports recently made by 512 farmers' cooperative associations in Iowa. There are also included among the items brief statements relative to some of the recently issued State and Federal bulletins dealing with agricultural cooperation. Copies of the paper may be had upon request.

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UTAH'S MARKET-NEWS SERVICE INCREASES IN POPULARITY

The market-news service which the Extension Division of the Utah Agricultural College, Logan, Utah, is conducting from Salt Lake City is rapidly growing in favor among the farmers of the State. The reports, as received by telegraph, are mimeographed and mailed to all persons requesting the information. The daily newspapers of Salt Lake City also publish the market reports. Charles J. Hart has been placed in charge of the market-news work.

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NINE SWEET POTATO STORAGE HOUSES ERECTED

The teaching of approved methods for storing sweet potatoes has resulted in the erection of nine storage houses during the season in one county in North Carolina, according to the Extension Division of the North Carolina State College of Agriculture, Raleigh, N. C. The farmers in that county have purchased two carloads of hamper baskets for use in storing their sweet potatoes.

SOUTH AMERICA'S LIVE-STOCK INDUSTRY DESCRIBED IN BULLETIN

Of special interest to live-stock breeders and exporters in the United States, is Department Circular No. 223, "The Live-Stock Industry in South America," just published by the United States Department of Agriculture. The information contained in the circular was obtained by L. B. Burk, Investigator in Marketing Live Stock and Meats, Bureau of Agricultural Economics, and E. Z. Russell, Specialist in Swine Husbandry, Bureau of Animal Industry, who spent several months during 1920 investigating live-stock conditions in Argentina, Uruguay, Brazil, and Chile. Attention is given in the circular to beef cattle, hogs, sheep, horses and dairying.

Many suggestions regarding the exporting of live stock to these countries are offered, including the approximate dates of the important shows, popularity of the different breeds, diseases and pests to be encountered and buying habits of breeders. The circular contains many illustrations showing the types of live stock common in South America. Copies of the bulletin can be secured, free, from the Division of Publications, United States Department of Agriculture, Washington, D. C.

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METHODS USED IN MARKETING MILL FEEDS SET FORTH IN NEW BULLETIN

The various phases of feed marketing are discussed in Department Bulletin, No. 1124, "The Marketing of Mill Feeds" just received from the press by the United States Department of Agriculture. G. C. Wheeler, Investigator in Feed Marketing, Federal Bureau of Agricultural Economics, is the author. Among the subjects discussed are, the various distributive processes used in the marketing of mill feeds from the mill to the consumer, the trade rules and the grades most commonly used, how to study market conditions, and how to interpret price quotations. A short discussion of the feedstuff laws in effect in some of the States is included. Mr. Wheeler concludes his bulletin with a statement regarding the present needs of the trade. Copies of the bulletin can be obtained from the Division of Publications, United States Department of Agriculture, Washington, D. C.

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PROCEEDINGS OF CONFERENCE OF WESTERN AGRICULTURAL REPRESENTATIVES

The monthly bulletin of the California State Department of Agriculture, Sacramento, Calif., for August-September, just off the press, contains an account of the proceedings of the conference of western agricultural representatives, held in Sacramento, late last spring at the call of G. H. Hecke, Director of the California Department of Agriculture. This conference was called for the purpose of considering the advisability of forming a permanent organization of the departments of agriculture in the Western States which would help to solve some of the problems of mutual interest to the workers of that section. As a result of the conference, an organization known as the "Western States Agricultural Representatives" was formed.

ARGENTINE GOVERNMENT EMPLOYS UNITED STATES AGRICULTURAL EXPERT

Recognizing the efficiency of the crop and live-stock reporting service as developed in the United States, the Argentine Government has requested L. M. Estabrook, Associate Chief, Federal Bureau of Agricultural Economics, to reorganize the economic and statistical work of the Department of Agriculture in that country. Mr. Estabrook, who has been connected with the United States Department of Agriculture for eighteen years, will sail for South America, January 3, and will spend a year assisting the Government of Argentina in its agricultural reorganization work.

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NORTH DAKOTA MARKETING SPECIALIST VISITS FEDERAL BUREAU

Dr. A. H. Benton, recently appointed by the North Dakota Agricultural College, Fargo, N. D., as head of the Department of Marketing and Rural Finance, is spending two weeks in the Washington office of the Federal Bureau of Agricultural Economics, conferring with division leaders regarding various marketing problems in North Dakota and studying the Federal methods of conducting marketing work.

Before returning to North Dakota, Dr. Benton will visit the agricultural colleges of Pennsylvania, Michigan and Wisconsin where he will confer with marketing specialists regarding the cooperative marketing of potatoes. While in Chicago, he will attend the convention of State Marketing Officials, December 4-6.

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MARKETING AGENT IN ARKANSAS RESUMES WORK AFTER SIX MONTHS ABSENCE

W. H. Laney, who has been serving as secretary of the Arkansas Farm Bureau Federation for the past six months, has tendered his resignation in order to resume his former work with the Arkansas Extension Division, Little Rock, Ark., as field agent in marketing. Mr. Laney was granted a temporary leave of absence by the Extension Division of the University of Arkansas to assist the State Farm Bureau Federation in some of its organization work.

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STUDIES COST OF MARKETING APPLES THROUGH GROWERS' ORGANIZATION

The Department of Agricultural Economics and Farm Management, Cornell University, Ithaca, N. Y., is assisting the Western New York Fruit Growers' Cooperative Packing Association in making a study of the cost of marketing apples through that association. Roger B. Corbett, a graduate of Cornell University, is conducting the study.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

Vol. II, No. 48.

November 29, 1922.

NEED POINTED OUT FOR UNIFORM MARKET REPORTS ON FEEDSTUFFS

Nothing is more confusing to the buyer of feedstuffs than quotations he receives from various sources which purport to indicate at what prices certain commodities he requires may be purchased. Specialists of the Federal Bureau of Agricultural Economics, in studying market quotations on feedstuffs, have determined that the wide difference between the prices quoted by dealers and commercial agencies, and those quoted by State and Federal agencies, may be traced to any of the following various causes:

(1) Lack of exchanges in many distributing towns, (2) Offerings from local country shippers in competition with western offerings, (3) Overstatement of prices by bullish dealers presumably to create a more favorable market condition, (4) Sacrifice sales of transit offerings, (5) Forced purchases to fill contracts, (6) Confusion of market factors, (7) Uncertainty of grades of feed offered, and (8) Confusion of meaning attached to quotations, i.e., whether same cover actual transactions, offers or bids, whether for prompt or future delivery, and duration of offer.

It is believed that more dependable price tables could be compiled if these factors were given more careful consideration.

Realizing the farmer's need for reliable market quotations on feeds, the New Jersey State Bureau of Markets, Trenton, N. J., is cooperating with the Federal Bureau of Agricultural Economics in compiling market reports on hay and feed which are published in its mimeographed Weekly News Letter. With the issuance of similar reports by other State agencies, it is believed that a valuable service would be rendered the farmers of the country by enabling them to know at a glance what they should pay for their feedstuffs.

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VERMONT DAIRY SPECIALIST COMPARES WESTERN AND EASTERN CONDITIONS

Vern R. Jones, Dairy Manufacturing Specialist, Vermont Department of Agriculture, Montpelier, Vt., in the November issue of the Vermont Creamery and Market News Letter, gives a brief account of the dairying conditions in different sections of the country as noted by him on a recent trip to the Pacific Coast. In a general way he studied the business conditions of the dairy industry, and the apparent successes of some of the cooperative dairy associations operating in several of the Western States.

PROGRAM FOR ANNUAL MEETING OF STATE MARKETING OFFICIALS

The detailed program for the fourth annual meeting of the National Association of State Marketing Officials, which will be held in the Auditorium Hotel, Chicago, December 4-6, is as follows:

Monday Forenoon

President's Opening Address, A. L. Clark, Chief New Jersey Bureau of Markets.

Business Session.

Milk Marketing Plans, E. B. Heaton, Director Dairy Department, American Farm Bureau Federation.

Widening the Market for Milk, M. D. Munn, President National Dairy Council.

In Charge Committee on Standardization, L. G. Foster, Deputy Commissioner Wisconsin Department of Markets.

Luncheon with Agricultural Committee, Chicago Association of Commerce.

Monday Afternoon

In Charge Committee on Cooperative Organization, H. J. Hughes, Director Minnesota Division of Markets.

Market News by Radio, J. C. Gilbert, Specialist in Market Extension, Federal Bureau of Agricultural Economics.

In Charge Committee on Market Reports, P. R. Taylor, Acting Director Pennsylvania Bureau of Markets.

In Charge Committee on Legislation, J. H. Meek, Director Virginia Division of Markets.

In Charge Committee on Transportation, L. M. Rhodes, Florida State Marketing Commissioner.

Tuesday Forenoon

Marketing Problems of the South, E. W. Cole, Director Texas Bureau of Markets.

In Charge Committee on City Marketing, G. V. Branch, Superintendent Detroit City Markets.

The Relation of City Demand to the Marketing of Farm Products, Professor J. E. Boyle, Department of Rural Economics, Cornell University.

Marketing Products of the Federated Fruit and Vegetable Growers, Inc., A. R. Rule, General Manager North American Fruit Exchange.

What the Consumer Wants to Know - Preparing News for Publicity, J. C. Marquis, Director of Information, Federal Bureau of Agricultural Economics.

Tuesday Afternoon

Problems in the Transportation of Perishable Freight, A. M. Schoyer, Manager of Through-Freight Traffic, Pennsylvania Railroad.

Cooperation between Railroads and State Bureaus of Markets, A. L. Green, Freight Claim Department, American Railway Association.

Progress of Inspection and Certification Service, Lloyd S. Tenny, Assistant Chief, Federal Bureau of Agricultural Economics.

In Charge Committee on Sales and Consignments, C. R. White, Chief, Maine Division of Markets.

Wednesday Forenoon

Policies That Have Made the American Cranberry Exchange Successful,
A. U. Chaney, General Manager of the Exchange.

Relation of the Extension Service to the Service and Regulatory Work of
the State and National Bureaus of Markets, M. C. Burritt, Vice-
Director of Extension, Cornell University.

Development of Research in Marketing, W. A. Schoenfeld, Director of Re-
search, Federal Bureau of Agricultural Economics.

Cooperation in Marketing Meat by Producer, Packer, and Retailer, D. W.
Martin, Director Bureau of Merchandising, American Institute of Meat
Packers.

Wednesday Afternoon

Election of Officers.

Reports from the seven standing committees.

Following the banquet Tuesday evening, addresses will be given by
a representative of the Federal Bureau of Agricultural Economics, and Dr.
H. B. Hibbard of the Department of Agricultural Economics, University of
Wisconsin.

The names of all the members of the National Association of State
Marketing Officials appear on the printed program, showing that there are
24 executive members, and 68 associate members.

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LIBRARY OF UNITED STATES DEPARTMENT OF AGRICULTURE LARGE IN SCOPE

It is probable that marketing workers throughout the country, es-
pecially those engaged in research studies, do not generally appreciate
the extent of the library of the United States Department of Agriculture,
the largest of its kind in the world. This library maintains a catalogue
of about one and a half million cards, classifying literature on various
subjects located in this or other libraries. This catalogue forms an in-
ternational bibliography of agriculture such as exists nowhere else in the
world. Foreign scientists have often emphasized the fact by saying, "We
have no such service as this in Europe." The book collections, of which
there are approximately 200,000 volumes, include beside English material
the most important foreign agricultural books and periodicals and a col-
lection of the publications of foreign agricultural institutions, societies,
and experiment stations, which is without question the largest and most
complete in the United States.

The library of the Bureau of Agricultural Economics, which is a
branch of the Department Library, has a collection of agricultural statis-
tics which is probably the strongest in the country, the assembling of which
began in 1839. The material on marketing is as full as possible, although
there is no great volume of it, simply because literature on marketing is
limited. Literature pertaining to the economic phases of agriculture is
now in the process of collection, due to the recent interest of the Depart-
ment of Agriculture in this subject.

REPORTS ON SWEET POTATO STORAGE STOCKS TO BE ISSUED

Early in January, 1923, the Federal Bureau of Agricultural Economics will issue a report showing the quantity of sweet potatoes in commercial storage houses of the country, as of December 15, 1922. A second report will be issued showing the amount in storage on March 1, 1923.

Information of this kind has long been needed and it is thought that the issuance of comprehensive government reports will aid in a more even distribution of sweet potatoes throughout the marketing season and be of great benefit to the entire sweet potato industry. Agricultural statisticians, already connected with the crop reporting service of the Federal Bureau, will obtain and issue reports on the sweet potato storage holdings in their respective States. Complete reports will also be issued from the Washington office.

In preparation for this phase of the reporting service, the Federal Bureau, with the assistance of State marketing men and other agricultural workers in the sweet potato producing States, compiled an up-to-date list of sweet potato storage houses. This list shows that there are over 3,000 storage houses for this commodity in the United States, with a combined capacity exceeding 12,000,000 bushels. Approximately half of the houses can be classified as commercial, with a total capacity of over 10,000,000 bushels. The remaining number of houses are small in size and are located on farms for use in storing supplies for home consumption.

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CONSTRUCTION AND USE OF RADIO TELEPHONES EXPLAINED IN OHIO BULLETIN

The fundamental principles of radio telephony and how to construct radio telephone receiving-station apparatus, are the chief subjects of Circular No. 10, "Radio Telephone Service" just published by the Engineering Experiment Station, Ohio State University, Columbus, Ohio. The use of the radio telephone in the transmission of market, crop and weather information is discussed, and the service which the Engineering Department of the Ohio State University, with the cooperation of the State Division of Markets, is offering to the farmers of Ohio through the medium of the radio telephone is explained. The bulletin was prepared by C. A. Wright, Professor of Electrical Engineering.

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ANNUAL REPORT OF TEXAS MARKETS AND WAREHOUSE DEPARTMENT AVAILABLE

The annual report of the State Markets and Warehouse Department, Austin, Tex., for the fiscal year ending August 31, 1922, is obtainable in mimeographed form. The State Department is made up of the Division of Markets, of which T. R. Bolin is Director; the Division of Warehouses, S. M. Ramsey, Director; Division of Weights and Measures, J. T. Robinson, Director; and Division of Cotton Gins, C. P. Cain, Director. A full account of the activities of each division is given in the report.

GEORGIA'S EXTENSION WORK IN MARKETING REVIEWED IN ANNUAL REPORT

A report of the extension work of the Georgia State College of Agriculture, Athens, Ga., for the year 1921-22, has just been received from the press in the form of Bulletin No. 265. The report includes a review of the marketing work carried on by the Extension Division under the direction of M. C. Gay, State Agent in Marketing, with the help of two assistants, an extension agent in the marketing of fruits and vegetables, and an extension agent in live-stock marketing. These marketing specialists conducted numerous demonstrations in the approved methods of harvesting, grading, packing and loading farm products. Displays were put up at a number of the city curb markets, illustrating approved marketing practices. Investigations were made to determine the relative efficiency of certain shipping containers and their acceptability to the trade. Assistance was given in the organization of cooperative marketing associations along commodity lines.

Cooperative live-stock sales have been encouraged in Georgia. One of the chief advantages of this work is pointed out as demonstrating to farmers the necessity of producing hogs and cattle of good quality. The work in live-stock marketing included cost-of-marketing studies.

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WORK OF VERMONT DIVISION OF MARKETS

The marketing activities of the State Division of Markets, Montpelier, Vt., consist of conducting investigations, and disseminating information relative to the problems connected with the marketing and distribution of dairy and other agricultural products, including maple products, potatoes, hay, live stock, and apples.

Investigations are made for the purpose of assisting producers in bettering their marketing conditions and methods. The existing methods used in marketing various farm products are studied and where need arises recommendations are made for increasing the efficiency. The local transportation problems which affect individual or group shippers are studied for the purpose of determining suitable locations, from a transportation standpoint, of central warehouses for the handling and processing of products handled by cooperative organizations. Studies are being made of local cooperative marketing associations relative to the type of organization, financing and markets. Much attention is being given by the Division of Markets to the dairy interests of the State in the way of locating new markets and of developing the old ones.

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UNIVERSITY OF VIRGINIA HAS NEW PROFESSOR OF MARKETING

E. A. Kincaid, formerly an Instructor in Economics in the Department of Economics, University of California, is now Professor of Marketing at the University of Virginia, University, Va.

PARCEL-POST MARKETING OF BUTTER IN VERMONT

From a recent survey made by the Division of Markets of the Vermont Department of Agriculture, Montpelier, Vt., to determine the extent of the parcel-post business carried on by the butter manufacturing plants of the State, it was learned that only about one per cent of all the butter manufactured is sold direct to the consumer. The prices received by the various creameries marketing butter by the parcel-post method ranged from three cents to fifteen cents a pound over the wholesale market quotations, or an average of six cents. Generally the purchaser buys five pounds of butter at a time, put up in one-pound prints. The postal charges, including insurance, are in nearly every instance paid by the purchaser. Some of the creameries require remittances to be made weekly, others semi-monthly, and still others monthly. Very few bad debts were reported as the result of parcel-post marketing of butter during the past year. L. G. Mulholland, Field Agent in Marketing, State Division of Markets, reports that the results of the investigation show that the marketing of butter direct to the consumer by parcel post is developing steadily in the State, especially among the smaller creameries.

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WISCONSIN EXTENSION DIVISION ISSUES BULLETIN ON COMPETITION

The third publication in the series of circulars being issued by the Extension Service of the University of Wisconsin, Madison, Wis., on the subject, "Fifty Years of Dairy Progress and Plans for Fifty More," is now available. The first two in the series were on the subjects of "Marketing," and "Production," respectively, while the theme of the third circular is "Competition."

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FORMER CALIFORNIA MARKETS CHIEF STUDYING CITY MARKETS IN EAST

H. S. Maddox, formerly chief of the California Division of Markets, while on a trip through the East, stopped in Washington, D. C., last week to confer with specialists of the Federal Bureau of Agricultural Economics regarding various marketing subjects. Mr. Maddox is making a study of city markets and is visiting the markets in some of the large cities of the country.

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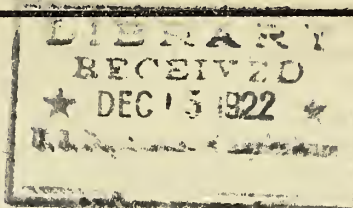
CONSTRUCTION OF LIVE-STOCK SHIPPING CRATES EXPLAINED IN BULLETIN

"Better Shipping Crates for Live Stock" is the subject of Circular No. 153, just published by the Extension Service of the University of Wisconsin, Madison, Wis. The circular is well illustrated to show the desirable and undesirable features of certain types of crates used in shipping live stock to market.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

December 6, 1922.



Vol. II, No. 49.

RESULTS OF MISSOURI'S EGG STANDARDIZATION CAMPAIGN TABULATED

Following the close of the State-wide egg standardization campaign carried on by the Missouri State Marketing Bureau, Jefferson City, Mo. from July 1, to November 1, a tabulated summary of the work was prepared which brought out some interesting facts. A total of 95 carloads of 400 cases of eggs per car, or 38,150 dozen, were actually candled and graded by field representatives of the State Bureau. As many as 13 specialists were engaged in the work during the first three months of the campaign. Practically every section of the State was covered.

Previous to the campaign the State Marketing Bureau, with the assistance of the Federal Bureau of Agricultural Economics, worked out State egg grades, based on those in general commercial use. These are known as: Extras, No. 1, No. 2, Dirties, Checks, and Rots.

Careful records were kept to determine the percentage of eggs candled falling into each grade classification. Of the total number graded, 54 per cent were No. 2, while less than half that amount, or 26 per cent, were classed as No. 1. Only five per cent were considered of sufficiently high quality to be graded as Extras. Of the remaining number, six per cent were Dirties, while the Checks and Rots claimed four and one-half per cent each.

During each demonstration, the State representatives carefully explained the ways and means by which the quality of Missouri's summertime eggs can be increased.

It is pointed out by the State marketing officials that by reversing the percentage of eggs classified as No. 1, and No. 2, that is to say, by producing 54 per cent No. 1, and 26 per cent No. 2, there would be an annual saving of more than one million dollars to the producers of the State.

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NEW MEXICO. BROOMCORN GROWERS PROFIT BY COOPERATIVE MARKETING

As a result of the vigorous campaign which has been carried on among the broomcorn growers of New Mexico, the Extension Service of the New Mexico Agricultural College, State College, N. M., reports that the growers will receive a premium for their efforts to improve the quality of their product by planting better seed and adopting approved methods of baling and marketing. Early figures indicate that the broomcorn produced by members of the Broomcorn Growers' Association will sell at a considerably higher figure than that produced outside the association.

OUTCOME OF WOOL STANDARDIZATION HEARINGS

The general consensus of opinion expressed at the public hearings on the Federal tentative wool grades held in Boston, Mass., November 21, and Philadelphia, Pa., November 23, was that standardization of wool is not only practicable but that it has become a necessity.

Approximately forty representatives of the wool trade and wool manufacturing industry attended each hearing and took active part in the general discussions regarding the practicability of the grades as proposed by the Federal Bureau of Agricultural Economics. An interested and sympathetic attitude was apparent at both meetings.

The chairman of the Research and Standardization Committee, jointly designated by the American Association of Woolen and Worsted Manufacturers, the National Association of Worsted and Woolen Yarn Spinners, and the National Association of Wool Manufacturers, in discussing the establishment of grades for wool, stated that neither the manufacturers nor the producers could assume full responsibility in fixing standards, but that consideration should be given to the interests of both. He pointed out that standards for wool should be applicable from the time of production clear through the manufacturing stage. In that respect the problems of standardizing wool are different from those connected with other agricultural products.

It was suggested that, since approximately 60 per cent of the wool consumed in this country is imported, consideration should be given to the terminology used in the world markets. The English count system was explained as more nearly fulfilling the needs of the manufacturers, inasmuch as finer subdivision is possible than with the grades proposed by the Federal Government which are based upon current American terminology. This suggestion was in opposition to that made by a representative of the producers in one section of the country. Their point was that the number of grades should be further reduced rather than increased.

In view of the difficulty which producers would undoubtedly have in applying the more technical English system of grading, it was recommended that the count system be converted into American nomenclature by simply bracketing certain counts which indicate what the American farmer knows as "Fine," "1/2 Blood," "3/8 Blood," and so on. The farmers then would not attempt to sell their wool by number but on the basis of the grade terms with which they are already familiar. In this way, it was stated, both producer and manufacturer would have a system of determining accurately the grade of wool sold or bought.

It was agreed by the Federal representatives conducting the hearing to give full consideration to the suggestions offered at these meetings and to prepare a sample set of grades based on the count system, for discussion at a meeting to be held in Washington, D. C., probably in January.

A third meeting is scheduled for Chicago, for December 6, following the close of the convention of the National Association of State Marketing Officials. It is expected that a number of the State marketing men, who, from the producer's standpoint, are interested in the application of standard grades for wool, will attend the hearing.

FEDERAL RADIO MARKET-NEWS SERVICE SHOWS GREAT DEVELOPMENT

Today, the entire area of the United States east of the Rocky Mountains and practically all of the Pacific Coast area from Washington to Southern California is covered with daily broadcasts of Federal market reports by high-powered radio telegraph. This great development has occurred in less than two years from the time when the first experimental broadcasting of market news was conducted in Washington, D. C., by the Radio Laboratory of the Bureau of Standards, Department of Commerce, for the former Bureau of Markets, Department of Agriculture. The reports were broadcast by this Laboratory for a period of four months, covering a radius of probably not more than 100 miles in extent at any time.

Now, more than 30 radio telephone broadcasting stations send out on definite schedules each day market reports which they receive either direct from the branch offices of the Bureau of Agricultural Economics, or from re-broadcasts which are copied from the high-powered radio telegraph stations. In addition to these services, live-stock market news is broadcast from five high-powered radio telegraph stations belonging to the Air Mail Radio Service of the United States Post Office Department. This service begins at the western terminus of the leased wire system operated by the Federal Bureau of Agricultural Economics, and extends west throughout the States of Nebraska, Wyoming, Utah and Nevada.

The Air Mail Radio Service placed four of its stations at the disposal of the Department of Agriculture, namely, at Washington, D. C., Belfont, Pa., St. Louis, Mo., and Omaha, Nebr. The result of these first experiments by radio telegraph prompted the Post Office Department to offer four additional stations in its chain of Air Mail Radio Service maintained in connection with transcontinental air mail.

The first experimental broadcasting of market reports by radio telephone was conducted at the University of Minnesota about the middle of 1921. Later, arrangements were made for market reports to be broadcast from the station of the Westinghouse Company, located at Pittsburgh, Pa. The St. Louis University radio station began the dissemination of market reports in August, 1921.

January 1, 1922, at the suggestion of the Chief Radio Inspector of the Bureau of Navigation, Department of Commerce, the Federal Bureau of Agricultural Economics recommended nine broadcasting stations to which should be issued special licenses for the broadcasting of crop and market reports. Since that time the entire program of broadcasting reports by radio telephone has developed and, although during the past two months more than fifty stations formerly holding licenses under the Bureau of Navigation for general broadcasting have discontinued their services, practically every station that has at any time handled market reports is continuing to render the service in their communities.

At the present time, the Radio Crop and Market News Service of the Federal Bureau of Agricultural Economics is handled by four high-powered radio telegraph stations of the Navy Department, five telegraph stations and one radio telephone station of the Post Office Department, and seventy-eight radio telephone stations belonging to colleges, State agricultural departments, electrical companies, newspapers, stockyards, and, in two instances, police departments of large cities.

COOPERATIVE MARKETING IN OREGON RECEIVED

In the report on cooperative marketing, submitted by the committee on marketing, and adopted at the annual conference of the Extension Service of the Oregon Agricultural College, Corvallis, Ore., last month, the marketing problems of the State were defined. These were stated as consisting, first, of the production of marketable products, and secondly, of the development of an orderly, efficient, distributing system which involves, in addition to merchandising, improved methods of assembling, grading, packing, financing and transportation.

A study of the status of cooperative marketing in the State, made by the committee, brought out the fact that there are now in existence six State-wide commodity associations. These six associations, numbering eight thousand producers in their membership, are concerned with the marketing of fruit, eggs, wool, wheat, hay and mint. They are all organized under the terms of a contract between the growers and the representative associations. This contract requires the grower to deliver his product to the association of which he is a member. This is to insure a guaranteed volume of production in order that sales may be made on a businesslike basis and the overhead expense kept down.

The committee stated that one of the main difficulties encountered by these commodity marketing organizations was the securing of experienced officers and managers. A second difficulty noted was inexperience of growers in this new method of selling commodities, a third, and perhaps the greatest, was the lack of familiarity on the part of the public with the advantages which may accrue to farmers, distributors, consumers, and the public at large, by a more efficient distribution of farm products.

It was recommended at the conference that "the Oregon Experiment Station provide for an investigation in cooperative marketing, and that country extension agents devote considerable time in their respective counties to making plain to both business men and farmers the necessity for improved marketing conditions, and also to giving assistance in the establishment of a better understanding of the principles of economical distribution."

The Extension Division has rendered much valuable service to the cooperative marketing associations. Assistance was given in drafting the plans, constitutions, and contracts of four of the State-wide commodity associations.

The report, as submitted by the committee on marketing, has been published in the form of Extension Bulletin, No. 351.

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KANSAS POTATO GROWERS SEEK ASSISTANCE IN ORGANIZING

Potato growers in Kansas are seeking assistance from the Extension Division of the Kansas State Agricultural College, Manhattan, Kans., in the organizing of a potato marketing association. Competition from other organized potato growing districts and discrimination against Kansas-grown potatoes on account of poor packing are responsible for the movement toward such an organization, declare Extension specialists.

STUDIES OF MIDDLEMEN'S MARGINS BEING MADE IN SEVERAL CITIES

Preliminary to extensive studies of the cost of marketing staple fruits, vegetables and dairy products, which the Federal Bureau of Agricultural Economics proposes to make, studies of the middlemen's margins are being conducted in several of the large markets of the country. In cooperation with the Port of New York Authority the retailing and wholesaling margins for certain commodities are being ascertained. Arrangements have been completed for similar studies in Philadelphia and Chicago with the University of Pennsylvania and Northwestern University, respectively. Graduate students will make the investigations and will base their theses for doctor's degrees on the results of the studies. The retail marginal studies started in Boston last year, with the cooperation of the State Division of Markets, are being extended this year by including additional commodities. Similar data are being secured for Washington, D. C. By comparing the results of these simultaneous investigations it is expected that many conclusive facts will be obtained.

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ESTIMATES OF SPRING-LAMB MOVEMENT TO BE ISSUED

Plans have been completed by the United States Department of Agriculture for the issuing of reports showing the estimated movement of spring lambs from Tennessee and Kentucky. This new service, in conjunction with similar service in other sections of the country where movement of spring lambs to market occurs practically simultaneously, is expected to assist growers, shippers and buyers in regulating shipments to meet the demand, and thereby helping to stabilize the spring-lamb market.

Preliminary reports will be issued around the first of December and the fifteenth of February. On April 1, a report showing the estimated size of the spring-lamb crop in these two States will be issued. As soon as the movement of lambs to market starts, weekly reports as to the volume of the movement will be released. This information will be wired to Chicago for distribution throughout other marketing areas, and in turn similar information from other sections of the country will be received from Chicago for local release in Tennessee and Kentucky.

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FEDERAL SPECIALIST VISITS CANADA IN INTEREST OF SEED LEGISLATION

For the purpose of securing information relative to changes in seed legislation and standards contemplated in the new seed bill to be introduced in Canada in the near future, G. C. Edler, Specialist in Marketing Seeds, Federal Bureau of Agricultural Economics, has gone to Ottawa, Toronto, and other points in Canada, to confer with officials in the Seed Commissioner's office. From leading Canadian seedsmen he will endeavor to obtain data on imports of seed from the United States. He will stop in Buffalo, N. Y., to make arrangements, if possible, to obtain a weekly report on seed imports and exports.

TABULATED RECORD OF IDAHO STATE INSPECTION SERVICE

From July 1, 1921, to November 17, 1922, the Inspection Service of the Idaho State Bureau of Markets, Boise, Idaho, issued certificates of inspection on 20,991 cars of fruit, vegetables and hay. Of this number, potatoes filled 13,599 cars; apples, 4,232; prunes, 2,718; peaches, 91; cherries, 46; pears, 9; apricots, 2; grapefruit, 1; lettuce, 203; onions, 7; and hay, 83.

Since the inauguration of the Idaho Inspection Service, April 1, 1919, to November 17, 1922, the total number of inspections made amounts to 42,075 cars of fruit, vegetables and hay. The itemized classification is as follows: potatoes, 23,944; apples, 9,600; prunes, 3,962; peaches, 214; cherries, 166; pears, 20; apricots, 2; grapefruit, 1; lettuce, 206; onions, 7; and hay, 3,953.

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DR. SCOTT'S LECTURES ON ECONOMIC DEVELOPMENT TO BE MIMEOGRAPHED

In accordance with the plan to publish in mimeographed form the five lectures delivered recently by Dr. W. A. Scott, Professor of Economics and Director of the Course in Commerce, University of Wisconsin, Madison, Wis., before members of the Federal Bureau of Agricultural Economics on the general subject, "The Development of Economics," copies of the first lecture are now available for distribution. As soon as possible the remaining four lectures will be mimeographed. Persons interested in securing copies of the lectures, as released, should apply to the Division of Information, Federal Bureau of Agricultural Economics.

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QUALITY EGGS BEING MARKETED BY NEW MEXICO COOPERATIVE ASSOCIATION

The necessity for the establishment of a satisfactory market for the output of the Alamogordo Poultry Raisers' Association of New Mexico, has resulted in a great improvement in the quality of eggs offered for sale, according to a report from the Extension Service of the New Mexico Agricultural College, State College, N. M. The eggs are packed in fancy cartons under a brand label, guaranteed to be of highest quality and weighing not less than 21 ounces per dozen. Shipments are now being made to El Paso, Tex., where they are sold through one of the local stores.

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CONSIDERS TEACHING NORTH DAKOTA FARMERS GRAIN GRADING AND CLEANING

The feasibility of teaching grain grading and grain cleaning at the short course for farmers to be held from January to March at the North Dakota Agricultural College, Fargo, N. D., is being considered by Dr. J. L. Coulter, president of the College. Dr. Coulter recently visited the Minneapolis office of Federal Grain Supervision to discuss the subject with the officials in charge.

WASHINGTON DAIRYMEN URGED TO IMPROVE QUALITY OF THEIR BUTTER

In order to secure more satisfactory prices for their butter, dairy farmers in Washington are advised by specialists of the Live Stock and Dairying Division of the State Department of Agriculture, Olympia, Wash., to produce a higher quality product. In the monthly News Letter for November, the need for improving the quality of butter in order to compete with imports from foreign countries is pointed out. "Good butter is an essential asset of the dairy business under any condition. Each pound of good butter sold increases the consumptive demand of butter. Quality is the most effective advertising medium."

In the interest of improving the market for Washington-made butter, the Live-Stock and Dairying Division has recently issued a little pamphlet entitled, "How to Produce Cream That Makes Good Butter."

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MISSOURI AND ILLINOIS CREAMERYMEN TO HOLD JOINT MEETING

A joint meeting of Missouri and Illinois creamerymen will be held in St. Louis, Mo., December 6 and 7, to consider standardization and marketing problems. A. T. Nelson, Commissioner of the Missouri State Marketing Bureau, Jefferson City, Mo., will address the meeting on the subject, "The Missouri State-wide Cream Grading Program and the Plans for 1923." Other talks will be given by F. B. Mumford, Dean of the Missouri State College of Agriculture, G. L. McKay, Secretary of the American Association of Creamery Butter Manufacturers, and by the Attorney General of Missouri, and a representative of the Indiana License Bureau.

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MINNESOTA MARKETING OFFICIAL ADVOCATES POTATO GRADING

A rather lengthy article on potato marketing, written by Hugh J. Hughes, Director of Markets, Minnesota Department of Agriculture, St. Paul, Minn., appears in the December 2 issue of The Country Gentleman. In this article entitled, "What Am I Offered for Spuds?" Mr. Hughes strongly emphasizes the need for carefully grading potatoes before sending them to market. The story is illustrated by a number of interesting cartoons.

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FEDERAL REPRESENTATIVE TO DELIVER ADDRESS AT APPLE AND POTATO SHOW

R. W. Shoemaker, in charge of the temporary market-news station at Grand Rapids, Mich., maintained by the Federal Bureau of Agricultural Economics, will deliver an address on the work of the Fruit and Vegetable Division of the Federal Bureau, at the apple and potato show being held in Grand Rapids this week. The show is in connection with the meetings of the State Horticultural Society and the Michigan Potato Growers' Exchange.

FEDERAL WOOL EXHIBIT SHOWS DIFFERENCE IN GRADES OF WOOL

The principal purpose of the wool exhibit which forms a small part of the big exhibit being shown by the United States Department of Agriculture at the International Live-Stock Exposition in Chicago this week, is to give sheep raisers, and the public in general, a better knowledge of the grades of wool used in various qualities of woollen cloth. Actual fabrics are shown which illustrate suitings made from wool of half-blooded fineness, and overcoatings made from wool of coarser grades. The different grades of wool are carefully explained, as well as the use to which each grade may be put by the manufacturer. Approved methods of clipping, rolling and tying the fleeces are also described.

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FEDERAL REPRESENTATIVE TO ATTEND STATE GRADING RULES CONFERENCE

While on a western trip, H. W. Samson, Specialist in Standardization, Federal Bureau of Agricultural Economics, will attend the Washington State Grading Rules Conference at Spokane, Wash., December 12-15, in order to present the attitude of the Federal Bureau in respect to the grading of apples. It is expected that some of the other States in the Northwest will send representatives to this conference also. Before returning to Washington, D. C., Mr. Samson will confer with growers and shippers in Nebraska, Colorado, Idaho, Oregon and Montana concerning the grading of fruits and vegetables, particularly in regard to the shipping-point inspection work carried on this season.

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ADDRESSES BY RADIO EXPLAIN FEDERAL MARKETING WORK TO MISSOURIANS

The United States Department of Agriculture Club in St. Louis, Mo., has arranged with one of the newspaper offices in that city for the broadcasting from its radio station, of information concerning various phases of the work of the Department as carried on in that section. B. S. Jones, and V. G. Gibson, Federal Food Products Inspectors, have already given talks on the following subjects: "Federal Inspection as an Aid to Marketing Fruits and Vegetables, and "Fruit and Vegetable Marketing." Many favorable comments regarding these marketing talks have been received from members of the trade.

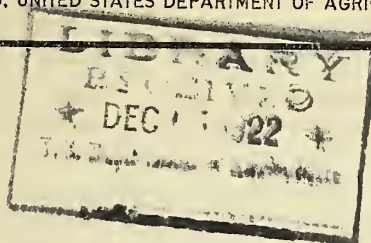
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COOPERATIVE MARKETING OF FRUIT SUBJECT OF ADDRESS

"The Cooperative Marketing of Virginia Fruit " is the subject of the address given by B. F. Moomaw, president of the State Horticultural Society, at the State Farmers' Institute, recently held at the Virginia Polytechnic Institute, Blacksburg, Va., and printed in full in the October number of the Extension Division News.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



December 13, 1922.

Vol. II, No. 50.

PRELIMINARY REPORT OF NEW JERSEY POTATO MARKETING CONDITIONS PREPARED

A preliminary report has been prepared, giving the results of the survey made by representatives of the New Jersey Bureau of Markets, the State College of Agriculture, and the State Federation of County Boards of Agriculture, to ascertain the condition of the potato market throughout the country and its future effect upon the New Jersey industry.

In order to compare New Jersey conditions with those of competing regions, information was sought along the following lines; Production of potatoes in the Atlantic Coastal-plain area, total production in the United States, comparison of prices for New Jersey potatoes with those from competing regions, comparison of prices for "Giants" and round-stock varieties, month of highest price, effect of storage on prices, potatoes compared in price with other commodities, effect of substitutes on price of potatoes, freight rates, status of New Jersey potatoes on the market, the financial status of the potato grower, and cost and profits for the New Jersey grower compared with those in other sections of the country.

Many interesting facts are brought out in the preliminary report. The committee is still working on the problem and will probably issue a comprehensive summary of its investigation in the near future.

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RADIO PLAYS IMPORTANT PART IN ROCHESTER MARKET NEWS RELEASES

The branch office of the Federal Market News Service, located in Rochester, N. Y., reports great success in receiving market information by radio. Much of the market news which is broadcast from the high-powered station at Arlington, Va., is copied, as received by the operator in Rochester, directly on the stencils for mimeographing. The daily mimeographed reports are then distributed to all growers and shippers interested in receiving the Government reports regarding market conditions on certain fruits and vegetables in the large markets of the country. Most of the information used in the Rochester releases is received by radio instead of commercial wire.

In addition to the dissemination of daily market-news bulletins, reports in a condensed form are broadcast each day from the transmitting station located at the Eastman School of Music in Rochester, also three times a week reviews of the hay market are broadcast.

MEETING OF STATE MARKETING OFFICIALS UNUSUALLY INSTRUCTIVE

The fourth annual convention of the National Association of State Marketing Officials, held in Chicago last week, was reported to be the best so far held by the State marketing men. Much was accomplished at the meetings towards establishing marketing work, carried on in the different States, along more uniform lines. The following States were represented by one or more delegates: Colorado, Florida, Georgia, Illinois, Maryland, Massachusetts, Michigan, Minnesota, Missouri, New Jersey, New Mexico, New York, Ohio, Pennsylvania, South Dakota, Texas, West Virginia, and Wisconsin. The new officers elected for the forthcoming year are as follows:

President, F. B. Bomberger, Director of Markets, Extension Service, University of Maryland, College Park, Md.
Secretary, H. D. Phillips, Director, Bureau of Markets and Storage, New York Department of Farms and Markets, Albany, N. Y.
Treasurer, L. M. Rhodes, Commissioner, State Marketing Bureau, Jacksonville, Fla.

The Executive Committee is composed of the President, Secretary, Treasurer, the retiring president, A. L. Clark, Chief, New Jersey Bureau of Markets, Trenton, N. J., and Dr. H. C. Taylor, Chief, Federal Bureau of Agricultural Economics. The chairmen of the eight standing committees are as follows:

Cooperative Organization, C. R. White, Director, Bureau of Cooperative Associations, New York Department of Farms and Markets, Albany, N. Y.
City Marketing, A. L. Clark, Chief, Bureau of Markets, Trenton, N. J.
Standardization, B. B. Jones, Standardization Specialist, Wisconsin Department of Markets, Madison, Wis.
Market Reports, W. C. Andreas, Acting Chief, Bureau of Markets and Marketing, Lincoln, Nebr.
Legislation, W. H. Somers, Chief, Bureau of Markets, Charleston, W. Va.
Transportation, G. U. Marvin, Chief, Division of Markets and Marketing, Columbus, Ohio.
Sales and Consignments, P. R. Taylor, Acting Director, Bureau of Markets, Harrisburg, Pa.
Crop Estimating, W. F. Callander, In Charge of Crop and Live-Stock Reports, Federal Bureau of Agricultural Economics.

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CALIFORNIA STANDARDIZATION CHIEF TO ENTER COMMERCIAL WORK

F. W. Read, Chief of the Bureau of Standardization, California Department of Agriculture, Sacramento, Calif., has tendered his resignation, effective February 1, to accept a position with the California Fruit Growers' Exchange in charge of its grading, standardization and inspection department. Mr. Read, as a cooperative employee, represents the Federal Bureau of Agricultural Economics in its standardization work in California.

STATE AGRICULTURAL OFFICIALS HOLD ANNUAL MEETING IN WASHINGTON, D. C.

The fifth annual meeting of the National Association of Commissioners, Secretaries and Departments of Agriculture, was held in Washington, D. C. December 7-9. Among the addresses given, the following related more or less to the marketing side of agriculture:

"Rules and Regulations Laid Down by the United States Department of Agriculture Affecting Cooperative Associations Functioning under State Law," by N. J. Holmberg, Commissioner of Agriculture, St. Paul, Minn.; "Railroad Transportation and the Effect of Rates upon Agricultural Properties," by B. M. Davison, Director, Department of Agriculture, Indianapolis, Ind.; "Development in Crop Marketing Activities," by E. L. French, Director of Agriculture, Olympia, Wash.; "Agricultural Finance and Rural Credits," by A. W. Gilbert, Commissioner of Agriculture, Boston, Mass.; "Work of the Bureau of Agricultural Economics and Its Relations to the State Departments of Agriculture," by Lloyd S. Tenny, Assistant Chief of Bureau; "Cooperation with the United States Department of Agriculture," by Leo Stuhr, Secretary of Agriculture, Lincoln, Nebr.; "Relation of Departments of Agriculture with Agricultural Colleges and Other Organizations," by Fred Rasmussen, Secretary of Agriculture, Harrisburg, Pa.

The State agricultural officials spent one afternoon inspecting various bureaus of the United States Department of Agriculture, including the Bureau of Agricultural Economics, where, conducted by Mr. Tenny, they visited the cotton and wool standards laboratories, the grain inspection laboratory, the telegraph room, the crop reporting room, and the conference and exhibit room. At one of the evening sessions a radio demonstration was given by J. C. Gilbert, Specialist in Market Extension, Federal Bureau of Agricultural Economics.

Forty-two States hold memberships in the National Association.

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CALIFORNIA'S STANDARDIZATION WORK BRIEFLY EXPLAINED IN BULLETIN

"Successful Marketing of California Vegetables" is the subject of a five-page article in the October number of the Monthly Bulletin of the California Department of Agriculture, Sacramento, Calif. The article, written by L. J. Weishaar, and S. S. Rogers, Inspectors in the State Bureau of Standardization, deals primarily with the grading and packing of fruits and vegetables before offering them for sale.

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ALABAMA MARKET REPORTS BROADCAST BY RADIO TELEPHONE

The weekly market summary prepared by the Alabama State Markets Division, Montgomery, Ala., is being broadcast throughout the State by radio telephone from the station of the Alabama Power Company, located at Birmingham, Ala. The State marketing officials plan to improve and amplify this service from time to time.

EXAMINATION FOR ASSISTANT AGRICULTURAL ECONOMIST ANNOUNCED

The United States Civil Service Commission has announced an unasssembled examination for Assistant Agricultural Economist (Farm Management and Farm Economics). Vacancies in the Federal Bureau of Agricultural Economics, at \$2,400 to \$3,000 a year, will be filled from this examination. On account of the needs of the service, papers will be rated as received until March 6, 1923. Should sufficient eligibles be obtained, the receipt of applications may close before that date.

The register of eligibles, resulting from this examination, will be divided into five parts, according to the following optional subjects:

(1) Farm organization and cost-of-production studies, (2) Farm financial relations, (3) Agricultural history and geography, (4) Land economics, and (5) Farm life studies. Applicants will be rated on their education, experience and fitness, and upon theses on one or more of the optional subjects.

Applicants must show that they have been graduated from a college or university of recognized standing, with at least one year's post-graduate work in general or agricultural economics, farm management, statistics, or accounting, or any combination of study in the above branches which aggregates two years. Additional credit will be given for graduate work or study aggregating more than two years in one or more of the courses of study above mentioned. Additional credit will also be given to those persons who have had practical experience in the management of a farm; also to those who have conducted responsible research work along the lines of the optional subject chosen.

Complete information regarding this examination may be obtained from the United States Civil Service Commission, Washington, D. C.

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COOPERATIVE METHOD OF MARKETING LAMBS SUCCESSFUL IN KENTUCKY

The cooperative method of marketing spring lambs was practiced in Kentucky last year with great success, according to specialists of the Extension Service of the College of Agriculture, University of Kentucky, Lexington, Ky. A series of 15 weekly sales were held during the spring and summer, at which farmers in seven counties in the central part of the State sold a total of 15,824 lambs. The lambs were sent to a Lexington stockyard, where they were graded ready to be auctioned off.

It is estimated that these sales resulted in the saving of from \$18,000 to \$24,000 in marketing costs for central Kentucky farmers. To ship lambs from Lexington to Cincinnati or Louisville markets costs from \$1.50 to \$2 a hundred, but by selling directly to Lexington buyers, the freight costs were eliminated. In many cases the prices paid were equal to, or above, those quoted on the Cincinnati markets on the day of sale.

One of the significant facts brought out by the sales was that it pays the farmer to keep his lambs until they are in prime condition before sending them to market. In grading the lambs it was estimated that more than one-half of the lambs which sold as seconds would have brought a price equal to that paid for top lambs if they had been left on the farm thirty to sixty days longer.

MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

The following bills to provide credit facilities for the agricultural and live-stock industries of the United States, to amend the Federal farm loan act, to amend the Federal reserve act, to extend and stabilize the market for United States bonds and other securities, were introduced as follows:

- S. 4103, by Senator Lenroot of Wisconsin.
- S. 4084, by Senator Borah of Idaho.
- S. 4063, by Senator Capper of Kansas.
- H. R. 13053, by Mr. McFadden of Pennsylvania.
- H. R. 13047, by Mr. Strong of Kansas.
- H. R. 13070, by Mr. McFadden of Pennsylvania.
- H. R. 13071, by Mr. Elliott of Indiana.
- H. R. 13125, by Mr. Strong of Kansas.
- H. R. 13196, by Mr. Anderson of Minnesota.

Bills and resolutions upon which action was taken during the week:

S. 4050, by Senator Norris of Nebraska, to provide for the purchase and sale of farm products, was referred to the Committee on Agriculture and Forestry.

S. 4110, by Senator LaFollett of Wisconsin, to amend the packers and stockyards act, 1921, was referred to the Committee on Agriculture and Forestry.

S. Res. 335, by Senator Heflin of Alabama, requesting the Federal Reserve Board to obtain from the Federal Reserve Banks of Atlanta, St. Louis, Dallas and Kansas City, statements showing cases where interest ranging between 10 per cent and 37-1/2 per cent per annum was exacted from member banks, was agreed to.

S. Res. 364, by Senator LaFollett of Wisconsin, directing the Secretary of Agriculture to report all information in his possession relating to any proposed merger or mergers of large meat-packing companies, was agreed to.

H. R. 12966, by Mr. Sinclair of North Dakota, providing for the purchase and sale of farm products, has been referred to the Committee on Agriculture.

H. R. 13183, by Mr. Little of Kansas, authorizing the Secretary of Agriculture to purchase, store and sell wheat and to secure and maintain to the producer a reasonable price for wheat, and to the consumer a reasonable price for bread, and to stabilize wheat values, has been referred to the Committee on Agriculture.

H. R. 13233, by Mr. Stevenson of South Carolina, to amend section 5 of the United States cotton futures act, has been referred to the Committee on Agriculture.

H. R. 13270, by Mr. McSwain of South Carolina, to provide rural credit facilities, has been referred to the Committee on Banking and Currency.

MARKETING THE MAIN SUBJECT OF NEW JERSEY EXTENSION CONFERENCE

Many marketing subjects appeared on the program of the annual conference of New Jersey extension workers held recently at the State University, New Brunswick, N. J. The purpose of the conference, it was stated, was to "discuss the principles and factors underlying the formation and operation of farmer-owned and farm-controlled organizations for the marketing of farm products cooperatively."

Practical advice on cooperative marketing was given in the several addresses delivered by officers of large cooperative organizations. Arthur Rule, general manager of the Federated Fruit and Vegetable Growers, Inc., confined his talk to four lines of work: "Organize, Standardize, Merchandise, and Advertise." A. U. Chaney, general manager of the American Cranberry Exchange, emphasized the need of the cooperative manager being thoroughly informed regarding the product to be sold through the organization. Other talks were given by the secretary of the Interstate Milk Producers' Association, the manager of the New Jersey Fruit Growers' Association, and by a representative of the Dairymen's League Cooperative Association,

A. D. Clark, Chief of the State Bureau of Markets, Trenton, N. J., and Douglas S. Dilts, Standardization Specialist with the State Bureau, discussed future cooperative marketing in New Jersey and the need of the establishment of standard grades for all products sold by the cooperative method.

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SURVEY MADE OF SWEET POTATO STORAGE HOUSES IN ALABAMA

The Alabama State Markets Division, Montgomery, Ala., recently made a survey of sweet potato curing plants in the State, relative to costs of operation, marketing conditions, quantity and quality of stock handled during the past season, and number of plants now in operation. The majority of plants reported very unsatisfactory marketing conditions during the past twelve months, assigning as reasons: exorbitant freight rates, overstocked markets, lack of cooperation on part of operators, overproduction and inefficient methods of grading and marketing. Recommendations were made for a strong cooperative marketing organization, efficient grading and packing, lower freight rates, restriction of commercial acreage to normal consumption, and better seed selection and higher acre yields on the part of producers.

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UNIVERSITY OF MONTANA PLANS COURSE IN HISTORY OF COOPERATION

A course in the history, principles, and motives of the cooperative movement in the United States and abroad is being planned by Professor Leo Horst of the University of Montana, Missoula, Mont.

STATE AND FEDERAL MARKETING ACTIVITIES

CURRENT INFORMATION RELATING TO AGRICULTURAL MARKETING ACTIVITIES ISSUED WEEKLY BY THE BUREAU
OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

December 20, 1922.

Vol. II, Nos. 51-52

TOBACCO-GRADING DEMONSTRATIONS HELD IN KENTUCKY

In order to acquaint growers with the essential points which should be observed in grading tobacco, a number of grading demonstrations were held this fall in the Burley-tobacco district of Kentucky by the Section of Markets and the Extension Division of the College of Agriculture, University of Kentucky, Lexington, Ky., with the cooperation of the Burley-Tobacco Growers' Cooperative Marketing Association. The demonstrations were held in various stripping barns where growers could study the grading rules as applied to their own tobacco.

These demonstrations have met with a ready response by the tobacco growers and they have shown an eagerness to learn better methods of handling and sorting their tobacco. The importance of carefully sorting the tobacco when stripped, and of keeping the different grades by themselves in order that uniformity in grades may be obtained, was thoroughly explained to the growers.

Arrangements for similar demonstrations in Western Kentucky are being made by the College of Agriculture and the Dark Tobacco Growers' Cooperative Marketing Association. Already a number of meetings have been scheduled for the dark-fired and stemming-tobacco districts.

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PROGRESS BEING MADE IN STANDARDIZATION OF SOUTH CAROLINA PRODUCTS

Much effort was given to the standardization of South Carolina's fruit and vegetables during the past year by the Division of Markets, Extension Service, Spartanburg, S. C. Demonstrations, totaling 1,905, were given during the season 1922, in approved methods of grading and packing 20 different varieties of fruits and vegetables. Eight hundred and twenty of the demonstrations were for sweet potatoes; 366 for cucumbers; 148 for watermelons; 147, Irish potatoes; 124, tomatoes; and 102, cantaloupes. The other commodities for which demonstrations were held were: apples, asparagus, beans, cabbage, celery, sweet corn, lettuce, onions, peaches, pears, peppers, radishes, squash, and strawberries.

Over 500 inspections and demonstrations in car-loading were conducted during the year, the greatest number of which were for watermelons, sweet potatoes and cucumbers. The total number of carlot shipments of South Carolina truck and fruit crops during the 1922 season, amounted to 14,826.

NEW JERSEY BUREAU OF MARKETS SUMMARIZES WORK IN ANNUAL REPORT

The seventh annual report of the New Jersey State Department of Agriculture, Trenton, N. J., recently issued by that Department, as Bulletin No. 33, shows that much progress was made during the past year by the State Bureau of Markets in the standardization of farm products. Legal standards have been adopted for white potatoes, peaches, and onions, and work has been practically completed on standards for tomatoes, sweet potatoes, apples, eggs and milk. A number of producers, particularly through their cooperative selling organizations, are using these standards for grading their market products.

Steady progress in cooperation is also reported by the State Bureau, which states that a much clearer appreciation of the fundamental principles of cooperative marketing has been more generally acquired by the farmers.

Transportation facilities for New Jersey products were improved in several ways. In cooperation with transportation agencies, demonstrations of improved methods of packing and loading produce were held at several shipping points in order to teach farmers how losses and damage in transit can be reduced to a minimum.

City marketing and roadside marketing problems were also given considerable attention.

Great demand was made for assistance along accounting lines. Most of the associations of the State have adopted the standard system of accounting recommended by the State Bureau of Markets.

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COTTON GRADING TO BE FEATURED DURING LOUISIANA FARMERS' WEEK

One feature of Farmers' Week, to be held at the Louisiana State University, Baton Rouge, La., January 8-13, will be a course in cotton grading and classing. This work is being given not for the purpose of developing expert graders and classers, but to teach farmers, county agents and university students some of the fundamentals in grading and classing cotton according to the United States official standards. A class will be held every afternoon during the week and will continue during the following week. It is expected that many Louisiana farmers will avail themselves of the opportunity to learn more about the application of cotton grades.

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CONNECTICUT BULLETIN EXPLAINS CONSTRUCTION OF A HOME RADIO SET

A bulletin entitled, "The Home Radio Set" prepared by the Extension Service of the Connecticut Agricultural College, Storrs, Conn., will soon be off the press. The bulletin describes the construction of a simple equipment which can be used in receiving varied information by radio, including daily market, crop and weather reports which are of great value to farmers.

AMERICAN FARM ECONOMIC ASSOCIATION TO CONSIDER MARKETING SUBJECTS

According to the tentative program for the annual meeting of the American Farm Economic Association, Congress Hotel, Chicago, December 28-30, the following papers pertaining more or less directly to the subject of marketing will be read: "The Farmer's Influence in Determining Prices," by Dr. B. H. Hibbard, Head of the Department of Agricultural Economics, University of Wisconsin, followed by discussions led by J. R. Howard, President of the American Farm Bureau Federation, and Dr. H. E. Erdman, Professor of Marketing, University of California; "Do Principles of Large Scale Production Apply to Merchandising?" by L. D. H. Weld, Economist, Commercial Research Department of Swift & Co.; "The Possibility of Improving the Farmer's Condition Through the Improvement of Marketing Methods," by H. B. Price, Associate Professor of Agricultural Economics, University of Minnesota, followed by a discussion led by R. M. Green, Associate Professor of Agricultural Economics, Kansas State Agricultural College.

Round-table discussions on cotton marketing and tobacco marketing will be led by Lloyd S. Tenny, Assistant Chief, Federal Bureau of Agricultural Economics, and L. G. Foster, Deputy Commissioner of the Wisconsin Department of Markets, respectively.

Dr. H. C. Taylor, Chief, Federal Bureau of Agricultural Economics, will speak on the subject, "The Objectives in Agricultural Cost Accounting," and J. A. Becker, Statistician, Federal Bureau, on the subject, "The Use of Crop Statistics by Farmers."

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RECOMMENDED MINNESOTA EXTENSION WORKERS TAKE ADVANCE TRAINING

At the recent annual meeting of the Minnesota Extension Service, University of Minnesota, St. Paul, Minn., it was recommended that extension workers pursue some line of advanced training, by systematic reading, by courses leading to advanced degrees, or by short courses conducted each year on a selected group topic. For example, it was suggested that one year the short course could be devoted to economics, marketing and farm management.

Pursuant to the plan for conducting a short course during the present winter, a number of extension workers attending the conference indicated their desire to attend such a course in order to fit themselves better for the varied lines of activity encountered in their daily work.

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HEBREW HOLIDAYS LISTED IN CONNECTICUT EXTENSION SERVICE NEWS

The December number of the Extension Service News, published by the Extension Service of the Connecticut Agricultural College, Storrs, Conn., gives a list of the Hebrew holidays which have a marked influence on the poultry market. The suggested market days preceding the holidays and the products usually in demand are also listed.

MINNESOTA EXTENSION SERVICE OFFERS ASSISTANCE IN ACCOUNTING

Assistance in business practices and organization and management problems is being offered this winter to cooperative creameries and live-stock shipping associations of Minnesota by the Extension Service of the University of Minnesota, St. Paul, Minn. B. A. Holt, Research Assistant in Agricultural Economics, has been placed in charge of this branch of the extension activities.

By means of one-day conferences, it is proposed to give officials of cooperative enterprises sufficient instruction to enable them to manage their organizations according to sound business principles. For the benefit of creamery managers a cost analysis of one hundred Minnesota creameries will be presented in detail to show the relations of various cost factors, different processes and operations, to the cost of manufacturing butter. Charts and diagrams will be used in connection with the instruction,

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MARKETING INCLUDED IN 1923 EXTENSION PROGRAM FOR CONNECTICUT

In outlining its program for 1923, the Extension Service of the Connecticut Agricultural College, Storrs, Conn., has included a number of marketing projects, most of which are in the nature of investigations. The list includes the following: Community egg-marketing-policy studies, city market supply-and-demand studies, peach and apple-marketing surveys, and a county survey of feed prices. Demonstrations in approved marketing practices, and lectures on egg marketing are also to be featured by the extension workers.

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STUDY OF COOPERATION IN DENMARK COMPLETED

Chris Lauriths Christensen, Assistant in Cooperative Agriculture, Federal Bureau of Agricultural Economics, arrived in Washington, D. C., last week after having spent six months studying cooperation in the Scandinavian and other Western European countries. Most of his time was devoted to studying the extent of the cooperative movement in Denmark. Mr. Christensen will spend some time in Washington preparing his report in final form.

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NEW JERSEY GRADES FOR MILK DESCRIBED IN CIRCULAR

"Standard Grades for Market Milk" is the subject of Circular No. 51, recently issued by the New Jersey Department of Agriculture, Trenton, N. J. P. B. Bennetch, Specialist in Dairy Products Marketing, State Bureau of Markets, is author of the publication, in which is set forth the three grades for milk recommended as the State standards.

SOUTH CAROLINA FRUIT AND VEGETABLE GRADES SPECIFIED IN CIRCULARS

The grades for fruits and vegetables adopted as the official standards for South Carolina have just been printed by the Extension Service of the Clemson Agricultural College, Clemson College, S. C., as extension circulars. The series of circulars contains the grade specifications for sweet potatoes, Irish potatoes, cabbage, barreled apples, rough celery, head lettuce, asparagus, strawberries, slicing cucumbers, peaches, Bermuda onions, and fresh tomatoes. The State grades are the same as the grades recommended by the United States Department of Agriculture. Tentative grades have been published for beans, cantaloupes and watermelons. Standard containers have been designated for all of the 12 crops named above.

F. L. Harkey, Chief of the Division of Markets of the Extension Service, with headquarters at Spartanburg, S. C., is in charge of the fruit and vegetable standardization and inspection work in South Carolina.

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TEXAS ECONOMIST VISITS FEDERAL BUREAU OF AGRICULTURAL ECONOMICS

Dr. F. A. Buechel, Professor of Agricultural Economics, Agricultural and Mechanical College, College Station, Tex., while in Washington attending the first meeting of the National Council of Farmers' Cooperative Marketing Associations, spent a day in the offices of the Federal Bureau of Agricultural Economics conferring with specialists in regard to marketing matters.

A four-year course in agricultural administration is being developed by Dr. Buechel. This will include courses in marketing, agricultural economics, statistics, and accounting. The work is designed to train men to take care of the business end of agricultural marketing.

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IMPORTANCE OF EGG ADVERTISING BEING STUDIED BY MARKETING SPECIALIST

Paul Mehl, Marketing Agent, Extension Service, Connecticut Agricultural College, Storrs, Conn., has been obtaining data relative to the influence of advertising on the consumption of eggs. From a number of cooperative egg-shipping associations all over the country, which have placed special emphasis upon advertising, he has obtained information to be used in determining the practicability of recommending similar advertising campaigns for Connecticut egg producers.

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UTAH EXTENSION DIVISION SEEKS COOPERATION OF ECONOMICS DEPARTMENT

The Extension Division of the Utah Agricultural College, Logan, Utah, sought the cooperation of the Agricultural Economics Department of the College in making out programs of work for the year 1922-23.

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MATTERS IN CONGRESS OF INTEREST TO MARKETING MEN

Bills introduced during the past week:

S. 4130, by Senator Norbeck of South Dakota, to amend the Federal Farm Loan Act.

S. 4148, by Senator Gooding of Idaho, relating to reduction in freight rates on products of agriculture and live stock.

S. 4168, by Senator McKinley of Illinois, to extend for one year the powers of the War Finance Corporation.

H. R. 13403, by Mr. MacGregor of New York, to repeal Title III of the Transportation Act of 1920.

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FRUIT MARKETING DISCUSSED BY CONNECTICUT POMOLOGISTS

The subject of marketing was given some attention at the annual meeting of the Connecticut Pomological Society held in Hartford, Conn., December 13-14. Paul Mehl, Marketing Agent, Connecticut Agricultural College, Storrs, Conn., spoke on the subjects, "Up-to-Date Methods of Marketing Fruit," and "The Roadside Fruit Stand." V. A. Sanders, Agricultural Statistician for the New England States, discussed, "Plans for a Survey of the Commercial Apple Industry in the New England States." The round-table discussions included five-minute talks on "Personal Experiences in Marketing Fruit."

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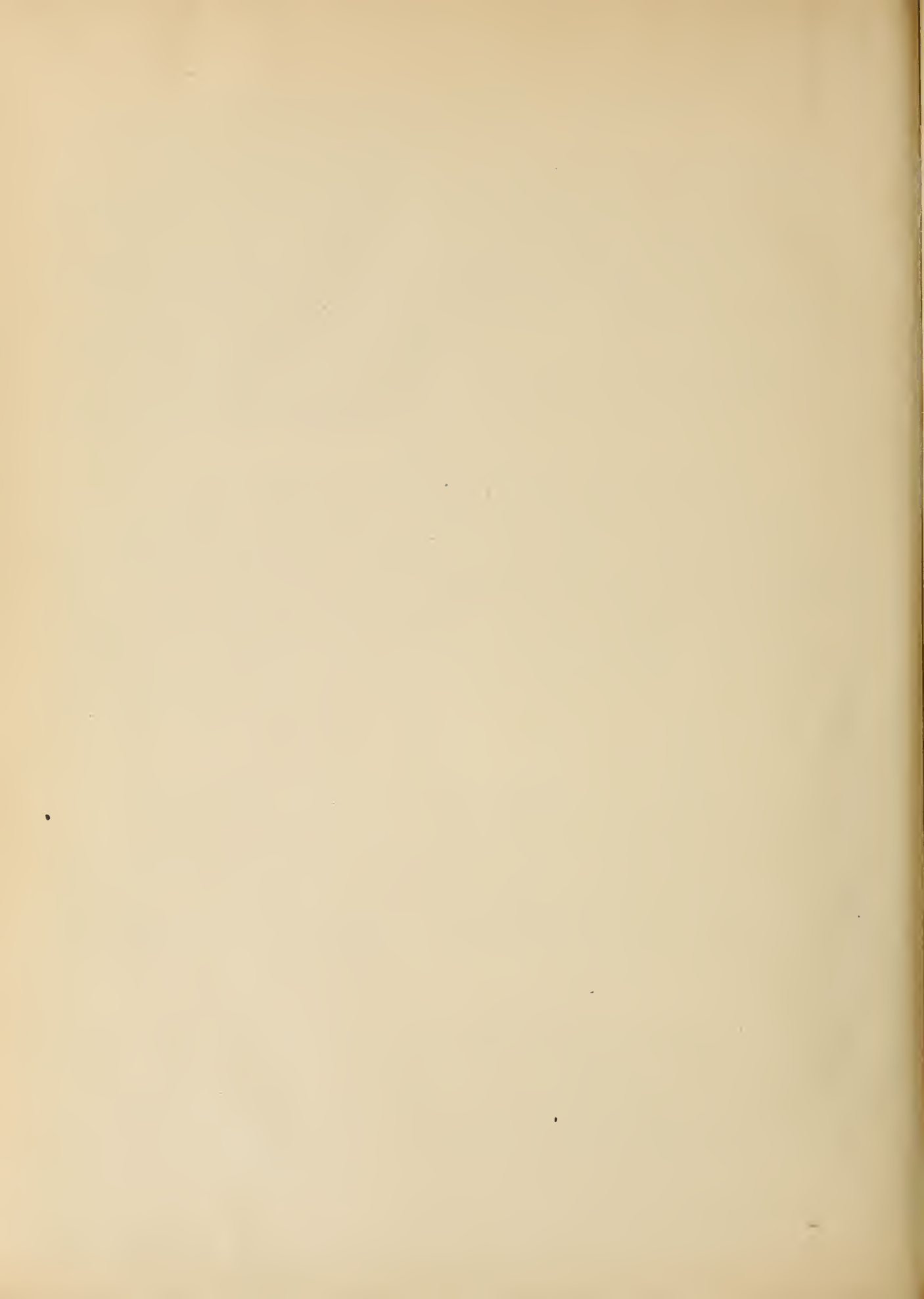
LIABILITY OF COOPERATIVE ASSOCIATIONS FOR FEDERAL INCOME TAXES

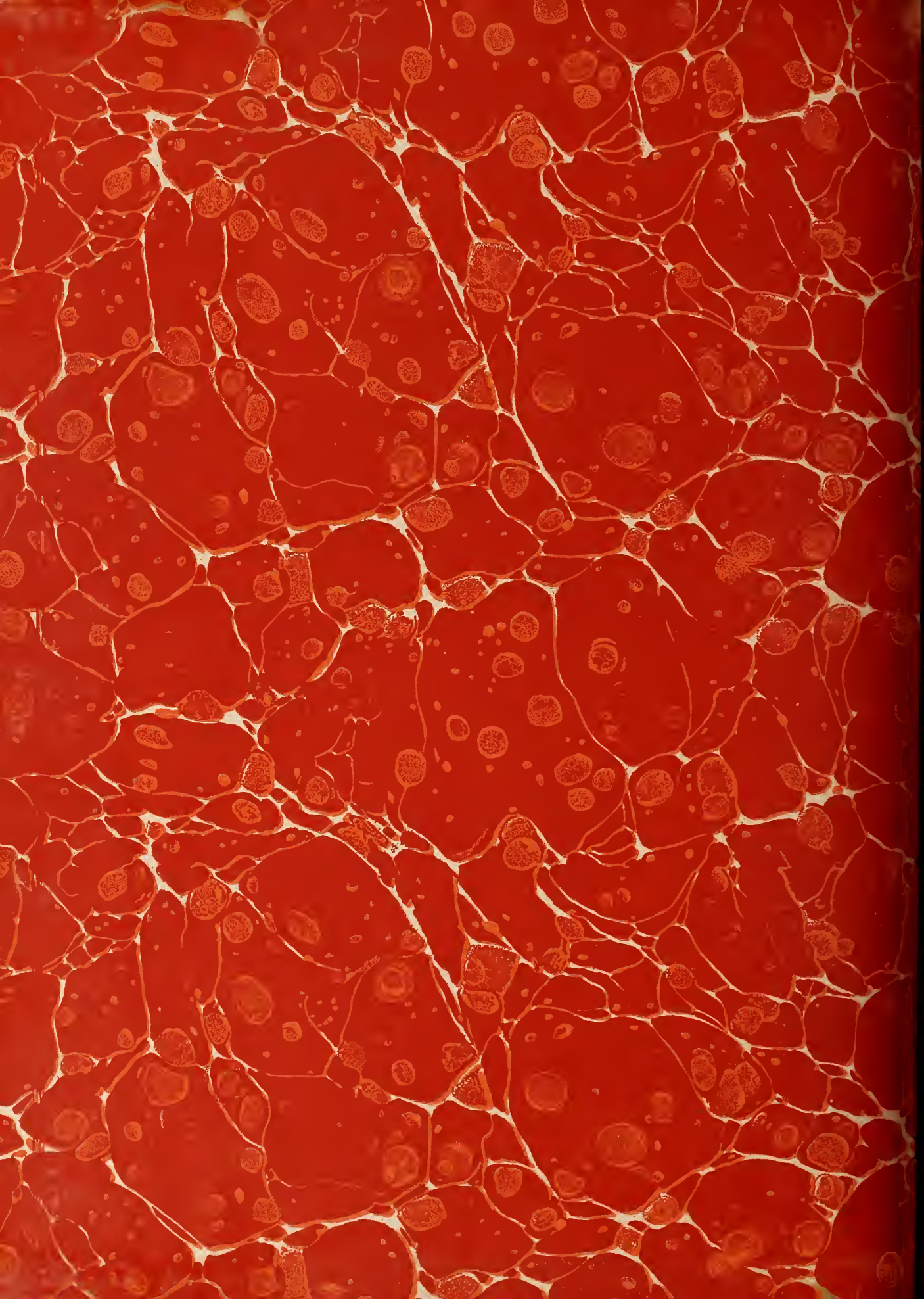
"Liability of Cooperative Associations for Federal Income Taxes" is the subject of a seven-page mimeographed circular recently prepared by the Federal Bureau of Agricultural Economics. This circular contains a reproduction of the letters of the Secretary of the Treasury to the Secretary of Agriculture, under dates of March 4 and September 21, 1922, also an explanatory statement by L. S. Hulbert, formerly with the Bureau of Agricultural Economics.

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ORGANIZATION OF MINNESOTA COOPERATIVE CREAMERIES DESCRIBED IN ARTICLE

An article by Hugh J. Hughes, Director of Markets, Minnesota State Department of Agriculture, St. Paul, Minn., entitled, "A Train-Load of Butter a Day," appearing in the December 16 issue of The Country Gentleman, describes the organization and achievements of the Minnesota Cooperative Creameries Association, Inc.





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